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# Census of Wholesale Trade

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WC87-A-51

GEOGRAPHIC AREA SERIES

## Wyoming



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The overall planning and review of the census operations were performed by the staff of the Office of the Assistant Director for Economic and Agriculture Censuses.

This report was prepared in the Business Division. **Bobby E. Russell**, Assistant Division Chief for Census Programs, was responsible for the overall planning, management, and coordination of the census of wholesale trade. Planning and implementation were under the direction of **John R. Trimble**, Chief, Wholesale Census Branch, with primary staff assistance by **Dennis L. Shoemaker**, **John L. Vignali**, **Steven L. Barron**, **Jack R. Drago**, and **Benjamin T. Stephens**.

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If you have any questions concerning the statistics in this report, call (301) 763-5281.

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# 1987

## Census of Wholesale Trade

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# Wyoming

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Issued April 1989



U.S. Department of Commerce  
Robert A. Mosbacher, Secretary  
Robert Ortner, Under Secretary  
for Economic Affairs

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# INTRODUCTION

## PURPOSE AND USES OF THE ECONOMIC CENSUSES

The economic censuses are the major source of facts about the structure and functioning of the Nation's economy. They provide essential information for government, business, industry, and the general public.

*Economic censuses furnish an important part of the framework for such composite measures as the gross national product, input-output measures, production and price indexes, and other statistical series that measure short-term changes in economic conditions.*

*Policy-making agencies of the Federal Government use the data, especially in monitoring economic activity and providing assistance to business.*

*State and local governments use the data to assess business activities and tax bases within their jurisdictions and to develop programs to attract business.*

*Trade associations study trends in their own and competing industries, and keep their members informed of market changes.*

*Individual businesses use the data to locate potential markets and to analyze their own production and sales performance relative to industry or area averages.*

## AUTHORITY AND SCOPE

Title 13 of the United States Code (sections 131, 191, and 224) directs the Census Bureau to take the economic censuses every 5 years, covering years ending in 2 and 7. The 1987 Economic Censuses consist of the—

- Census of Retail Trade
- Census of Wholesale Trade
- Census of Service Industries
- Census of Transportation
- Census of Manufactures
- Census of Mineral Industries
- Census of Construction Industries

Special programs also cover enterprise statistics and minority-owned and women-owned businesses. (The 1987 Census of Agriculture and 1987 Census of Governments are conducted separately.) The next economic censuses are scheduled to be taken in 1993 covering the year 1992.

## AVAILABILITY OF THE DATA

The results of each of the economic censuses are available in printed reports, for sale by the U.S. Government Printing Office, and on microfiche, computer tape, compact discs with read-only memory, and flexible diskettes, for sale by the Census Bureau. Order forms for all types of products are available on request from Customer Services, Census Bureau, Washington, DC 20233. A more complete description of publications being issued from this census is on the inside back cover of this document.

Census facts are also widely disseminated by trade associations, business journals, and newspapers. Volumes containing census statistics are available in most major public and college libraries. Finally, State Data Centers in every State and Business and Industry Data Centers in many States also supply economic census statistics.

## WHAT'S NEW IN 1987

Several changes have taken place for the 1987 censuses. Data will be reported on the basis of the newly revised Standard Industrial Classification (SIC) system with selected reports including "bridge tables," linking the old and new classification systems. A new set of metropolitan areas has been adopted, and more detailed information will be available for businesses with no paid employees. For additional information on these changes, review the subsequent text.

## HISTORICAL INFORMATION

The economic censuses have been taken together as an integrated program at 5-year intervals since 1967, and before that for 1963, 1958, and 1954. Prior to that time, the individual censuses were taken separately at varying intervals.

The economic censuses trace their beginnings to the 1810 Decennial Census, when questions on manufacturing were included with those for population. Coverage of economic activities was expanded for 1840 and subsequent censuses to include mining and some commercial



activities. In 1902, Congress established a permanent Census Bureau and directed that a census of manufactures be taken every 5 years. The 1905 manufactures census was the first time a census was taken apart from the regular every-10-year population census.

The first census of business was taken in 1930, covering 1929. Initially it covered retail and wholesale trade, and construction industries, but it was broadened in 1933 to include some of the service trades.

The 1954 economic censuses were the first to be fully integrated—providing comparable census data across economic sectors, using consistent time periods, concepts, definitions, classifications, and reporting units. These were the first censuses to be taken by mail, using lists of firms provided by the administrative records of other federal agencies. Since 1963, administrative records have also been used to provide basic statistics as well for very small firms, reducing or eliminating the need to send them census questionnaires. The Enterprise Statistics Program, which publishes combined data from the economic censuses, was made possible with the implementation of the integrated census program in 1954.

The range of industries covered in the economic censuses has continued to expand. The Census of Construction Industries began on a regular basis in 1967, and the scope of service industries was broadened in 1967, 1977, and 1987. The Census of Transportation began in 1963 as a set of surveys covering travel, transportation of commodities, and trucks. New for 1987 are publications reporting on business establishments engaged in several transportation industries, paralleling the data on establishments in other sectors. This is part of a gradual expansion in coverage of industries previously subjected to government regulation. The Survey of Minority-Owned Business Enterprises was first conducted as a special project in 1969 and was incorporated into the economic censuses in 1972 along with the Survey of Women-Owned Businesses.

Economic censuses have also been taken in Puerto Rico since 1909, in the Virgin Islands and Guam since 1958, and in the Northern Mariana Islands since 1982.

Statistical reports from the 1982 and earlier censuses provide historical figures for the study of long-term time series, and are available in some large libraries. All of the census data published since 1967 are still available for sale on microfiche from the Census Bureau.

## AVAILABILITY OF MORE FREQUENT ECONOMIC DATA

While the censuses provide complete enumerations every 5 years, there are many needs for more frequent data as well. The Census Bureau conducts a number of monthly, quarterly, and annual surveys, the results of which appear in publication series such as *Current Business Reports* (retail and wholesale trade and service industries), the *Annual Survey of Manufactures*, *Current Industrial Reports*, and the *Quarterly Financial Report*. Most of these surveys, while providing more frequent

observations, yield less kind-of-business and geographic detail than the censuses. The *County Business Patterns* program offers annual statistics on the number of establishments, employment, and payroll classified by industry within each county.

## SOURCES FOR MORE INFORMATION

More information about the scope, coverage, classification system, data items, and publications for each of the economic censuses and related surveys is published in the *Guide to the 1987 Economic Censuses and Related Statistics*. More information on the methodology, procedures, and history of the censuses will be published in the *History of the 1987 Economic Censuses*. Contact Customer Services for information on availability.

## CENSUS OF WHOLESALE TRADE

The 1987 Census of Wholesale Trade, part of the 1987 Economic Censuses, covered wholesale trade as defined in the Standard Industrial Classification (SIC) Manual.<sup>1</sup> It included all establishments with one or more paid employees primarily engaged in selling merchandise to retailers; to industrial, commercial, institutional, farm, or professional users; or to other wholesalers. Companies selling products to which they have title, as well as to those acting as agents or brokers in buying merchandise for or selling merchandise to others, are included. The census excluded governmental organizations classified in the covered industries except for wholesale liquor establishments operated by State and local governments.

The basic tabulations in this report do not include data for establishments which are "auxiliary" (primary function is providing a service, such as warehouses) to wholesale establishments with the same organization. Data for auxiliaries are presented in a subsequent report issued as part of the 1987 Enterprise Statistics reports.

Wholesale firms without employees are excluded from the census. In the census of retail trade, the sales of firms with no paid employees are derived from administrative records of other Federal agencies rather than from a direct canvass. These sources proved impractical for wholesale firms without paid employees. In the census of wholesale trade, the sales value is the gross volume of business conducted. Firms which operate wholly or partly on a commission basis must provide both the gross volume of business conducted and commission receipts on census forms. Agents and brokers do not report to other Federal agencies the gross selling value of goods. Moreover, administrative records make no distinction between commission receipts and sales by wholesalers.

Appendix A gives a more detailed explanation of census coverage and methodology.

<sup>1</sup>Standard Industrial Classification Manual: 1987. For sale by Superintendent of Documents, U.S. Government Printing Office, Washington, DC 20402. Stock No. 041-001-00314-2.



## CENSUS DISCLOSURE RULES

In accordance with Federal law governing census reports, no data are published that would disclose the operations of an individual establishment or business. However, the number of establishments in a kind-of-business classification is not considered a disclosure, so this information may be released even though other information is withheld.

## GEOGRAPHIC AREAS COVERED

This report series presents data for the following areas:

1. The United States as a whole.
2. Each State and the District of Columbia.
3. Each consolidated metropolitan statistical area (CMSA) and primary metropolitan statistical area (PMSA) defined by the Office of Management and Budget as of June 30, 1987. A CMSA is an area used to facilitate the presentation and analysis of data for large concentrations of metropolitan populations. It includes two or more contiguous PMSA's which have a population of at least 1,000,000<sup>2</sup> and which meet specific criteria of urban character and of social and economic integration.
4. Each metropolitan statistical area (MSA) defined by the Office of Management and Budget as of June 30, 1987. An MSA is an integrated economic and social unit with a population nucleus of at least 50,000 inhabitants.<sup>2</sup> Each MSA consists of one or more counties meeting standards of metropolitan character; in New England, cities and towns rather than counties are the component geographic units.
5. The area within the State outside metropolitan statistical areas.
6. Each county or county equivalent.<sup>3 4</sup>
7. Each municipality of 2,500 inhabitants or more incorporated as a city, borough, village, or town.<sup>2 3</sup> For the economic censuses, census areas and boroughs in Alaska, boroughs in New York, and towns in New York and Wisconsin are not included in this category.
8. Special economic urban areas (SEUA's), which include townships in New Jersey and Pennsylvania and towns in New England with 10,000 inhabitants or more.<sup>2</sup>

<sup>2</sup>According to 1980 Census of Population or subsequent special census.

<sup>3</sup>Those defined as of January 1, 1987.

<sup>4</sup>See appendix F for Alaska, Louisiana, Maryland, Missouri, Montana, Nevada, Virginia, and District of Columbia county equivalents.

## DOLLAR VALUES

All dollar values presented in this report are expressed in current dollars, i.e., 1987 data are expressed in 1987 dollars and 1982 data in 1982 dollars. Consequently, when making comparisons to prior years, users of the data should consider the inflation that has occurred.

## RELIABILITY OF DATA

All data compiled in this report originated from either census questionnaires or administrative records of other Federal agencies and, therefore, are not subject to sampling errors. However, the data are subject to nonsampling errors. Nonsampling errors can be attributed to many sources: inability to identify all cases in the actual universe; definition and classification difficulties; differences in the interpretation of questions; errors in recording or coding the data obtained; and other errors of collection, response, coverage, and estimation for missing or misreported data.

The accuracy of these tabulated data is determined by the joint effects of the various nonsampling errors. No direct measurement of these effects has been obtained except for estimation for missing or misreported data; however, precautionary steps were taken in all phases of the collection, processing, and tabulation of the data in an effort to minimize the effects of nonsampling errors.

The Bureau of the Census obtains on computer tape limited information extracted from administrative records of other Federal agencies. This information is used in conjunction with other information available to the Census Bureau to develop estimates for nonemployers, small employers, and other establishments for which responses were not received in time for publication. For an indication of the extent that data included in these reports were obtained from the administrative records of other Federal agencies and from estimation, rather than reports directly from respondents, see appendix E. Also, see appendix A for a more detailed explanation of census coverage and methodology.

## SPECIAL TABULATIONS

Special tabulations of data collected in the 1987 Census of Wholesale Trade may be obtained, depending on availability of time and personnel, on diskette, computer tape, or in tabular form. The data will be in summary form and subject to the same rules prohibiting disclosure of confidential information (including name, address, kind of business, or other data for individual business establishments or companies) as are the regular publications.

Special tabulations are prepared on a cost basis. A request for a cost estimate, as well as exact specifications on the type and format of the data to be provided, should be directed to the Chief, Business Division, Bureau of the Census, Washington, DC 20233.

To discuss a special tabulation before submitting specifications, call 301-763-5282.

## ABBREVIATIONS AND SYMBOLS

The following abbreviations and symbols are used in the publication:

- Represents zero.
- (D) Withheld to avoid disclosing data for individual companies; data are included in broader kind-of-business totals.

- (IC) Independent city.
- (NA) Not available.
- (NC) Not comparable.
- (X) Not applicable.
- CMSA Consolidated Metropolitan Statistical Area.
- MSA Metropolitan Statistical Area.
- n.e.c. Not elsewhere classified.
- PMSA Primary Metropolitan Statistical Area.
- pt. Part.
- r Revised.
- SIC Standard Industrial Classification.



# Users' Guide for Locating Statistics in This Report by Table Number

Information shown in tables	Table										
	1	2	3	4	5	6	7	8	9	10	11
<b>GEOGRAPHIC AREAS</b>											
The State .....	X	X	X	X						X	X
CMSA's and MSA's in the State .....								X			
PMSA's in the State .....								X			
Area of the State not in any CMSA, PMSA, or MSA .....									X		
Counties in the State .....					X		<sup>1</sup> X				X
Places in the State .....					<sup>2</sup> X	<sup>1</sup> X				<sup>2</sup> X	
<b>DATA ITEMS<sup>3</sup></b>											
Establishments .....	X		<sup>4</sup> X	<sup>4</sup> X	<sup>5</sup> X	<sup>5</sup> X	<sup>5</sup> X	<sup>5</sup> X	<sup>5</sup> X		
Sales .....	X		<sup>4</sup> X	<sup>4</sup> X	<sup>5</sup> X	<sup>5</sup> X	<sup>5</sup> X	<sup>5</sup> X	<sup>5</sup> X	X	X
Annual Payroll .....	X		<sup>4</sup> X	<sup>4</sup> X	<sup>6</sup> X	<sup>6</sup> X	<sup>6</sup> X	<sup>6</sup> X	<sup>6</sup> X		
First quarter payroll .....	X			<sup>4</sup> X							
Paid employees for pay period including March 12, 1987 .....	X		<sup>4</sup> X	<sup>4</sup> X	<sup>6</sup> X	<sup>6</sup> X	<sup>6</sup> X	<sup>6</sup> X	<sup>6</sup> X		
Inventories .....	X			<sup>4</sup> X							
Operating expenses .....	X			<sup>4</sup> X							
1982 to 1987 comparative statistics (sales, payroll) .....			<sup>4</sup> X								
Sales per establishment .....		X									
Sales per employee .....		X									
Annual payroll per employee .....		X									
Annual payroll as a percent of operating expenses .....		X									
Employees per establishment .....		X									
Operating expenses as a percent of sales .....		X									
End-of-year inventories as a percent of sales .....		X									
Counties ranked by volume of sales .....											
Places ranked by volume of sales .....										<sup>2</sup> X	X

<sup>1</sup>Includes areas with 200 wholesale establishments or more.

<sup>2</sup>Includes places with 2,500 inhabitants or more, according to the 1980 Census of Population.

<sup>3</sup>See Explanation of Terms, appendix A.

<sup>4</sup>Based on 1972 Standard Industrial Classification.

<sup>5</sup>Manufacturers' sales branches and offices, and agents, brokers, and commission merchants are combined and displayed as "other types of operation."

<sup>6</sup>Presented for total and merchant wholesalers only.

# Users' Guide for Locating Statistics in the 1987 Census of Wholesale Trade Reports

Report and geographic area	Information shown in reports by kind of business or industry category										
	Number of establishments	Sales (\$1,000)	Payroll (\$1,000)	Number of employees	Inventories (\$1,000)	Operating expenses (\$1,000)	Commodity line sales (\$1,000)	Sales size and employment size <sup>1</sup>	Legal form of organization	Petroleum bulk stations and terminals	Selected topics
<b>GEOGRAPHIC AREA SERIES</b>											
United States .....	X	X	X	X	X	X					
State .....	X	X	X	X	X	X					
CMSA, PMSA, MSA .....	X	X	X	X							
County .....	X	X	X	X							
Place .....	X	X	X	X							
<b>ESTABLISHMENT AND FIRM SIZE (INCLUDING LEGAL FORM OF ORGANIZATION)</b>											
United States .....	X	X	<sup>2</sup> X	<sup>2</sup> X	<sup>2</sup> X	<sup>2</sup> X		X	X		
<b>MEASURES OF VALUE PRODUCED, CAPITAL EXPENDITURES, DEPRECIABLE ASSETS, AND OPERATING EXPENSES</b>											
United States <sup>2</sup> .....		X	X		X	X			X		<sup>3</sup> X
<b>COMMODITY LINE SALES</b>											
United States .....	X	X					X				
State <sup>4</sup> .....	X	X					X				
CMSA <sup>4</sup> .....	X	X					X				
<b>MISCELLANEOUS SUBJECTS</b>											
United States .....	X	X	X	X	X	X				X	<sup>5</sup> X
State .....										X	
County .....										X	

<sup>1</sup>Establishments and firms.

<sup>2</sup>Merchandise wholesalers only.

<sup>3</sup>Value produced, capital expenditures, depreciable assets, and selected operating expenses detail.

<sup>4</sup>Available on microfiche only.

<sup>5</sup>Class of customer, employment by principal activity, detailed type of operation, inventory detail, and commissions of agents and brokers.

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## SUMMARY OF FINDINGS

Data from the 1987 Census of Wholesale Trade show that based on definitions used in 1982 Wyoming's 1,016 wholesale establishments had sales totaling \$2.2 billion. In 1982, 1,164 wholesalers had sales of \$3.3 billion.

Merchant wholesalers lead the three major type of operation categories in 1987 with 861 establishments and sales of \$1.8 billion; followed by manufacturers' sales branches and offices, with 130 establishments and sales of \$329 million; and agents and brokers, with 25 establishments and sales of \$119 million.

Annual payroll of all wholesalers in the State amounted to \$125 million, compared to \$178 million for 1982. In 1987, merchant wholesalers accounted for \$105 million, followed by manufacturers' sales branches and offices with \$18.4 million and agents and brokers with \$1.8 million.

Paid employees engaged in wholesale trade in the State totaled 6,322 as of mid-March 1987 compared to 9,590 in 1982. Merchant wholesalers were the largest employers in 1987, with 5,460 employees; followed by manufacturers' sales branches and offices, with 684 employees; and agents and brokers, with 178 employees.

Payroll per employee averaged \$19.7 thousand for all wholesalers; \$19.2 thousand for merchant wholesalers; \$26.9 thousand for manufacturers' sales branches and offices; and \$10.0 thousand for agents and brokers.

Operating expenses as a percent of sales for all wholesalers in the State increased from 10.8 percent in 1982 to 11.9 percent in 1987. The percentage for merchant wholesalers was up from 11.0 percent to 12.3 percent for the

same period, while manufacturers' sales branches and offices were up from 11.3 percent to 12.5 percent, and agents and brokers were down from 5.5 percent to 3.3 percent.

Sales by petroleum bulk stations and terminals in 1987 accounted for 26.2 percent of the State's total sales by all wholesalers, compared to 22.5 percent in 1982. Other leading wholesale kinds-of-business in 1987 were petroleum and petroleum products wholesalers, except bulk stations and terminals with 22.7 percent; industrial machinery and equipment wholesalers with 8.8 percent; and livestock wholesalers with 4.5 percent.

Sales per establishment for all wholesalers in 1987 averaged \$2.2 million, down from \$3.0 in 1982. Petroleum and petroleum products wholesalers, except bulk stations and terminals averaged the highest of \$21.0 million per establishment, followed by livestock wholesalers, \$14.2 million; petroleum bulk stations and terminals, \$6.1 million; and lumber, plywood, and millwork wholesalers, \$3.7 million.

Sales per employee for all wholesalers in the State averaged \$349 thousand in 1987. There was a wide variance by kind of business ranging from a high of \$3.6 million for petroleum and petroleum products wholesalers, except bulk stations and terminals to a low of \$43.2 thousand for used motor vehicle parts wholesalers.

Natrona County led all counties in the State, accounting for 34.9 percent of total sales by wholesalers. Casper had the largest sales among all places in the State, accounting for 29.1 percent.



Figure 1. State Map

WYOMING - Metropolitan Statistical Area, Counties, and Selected Places

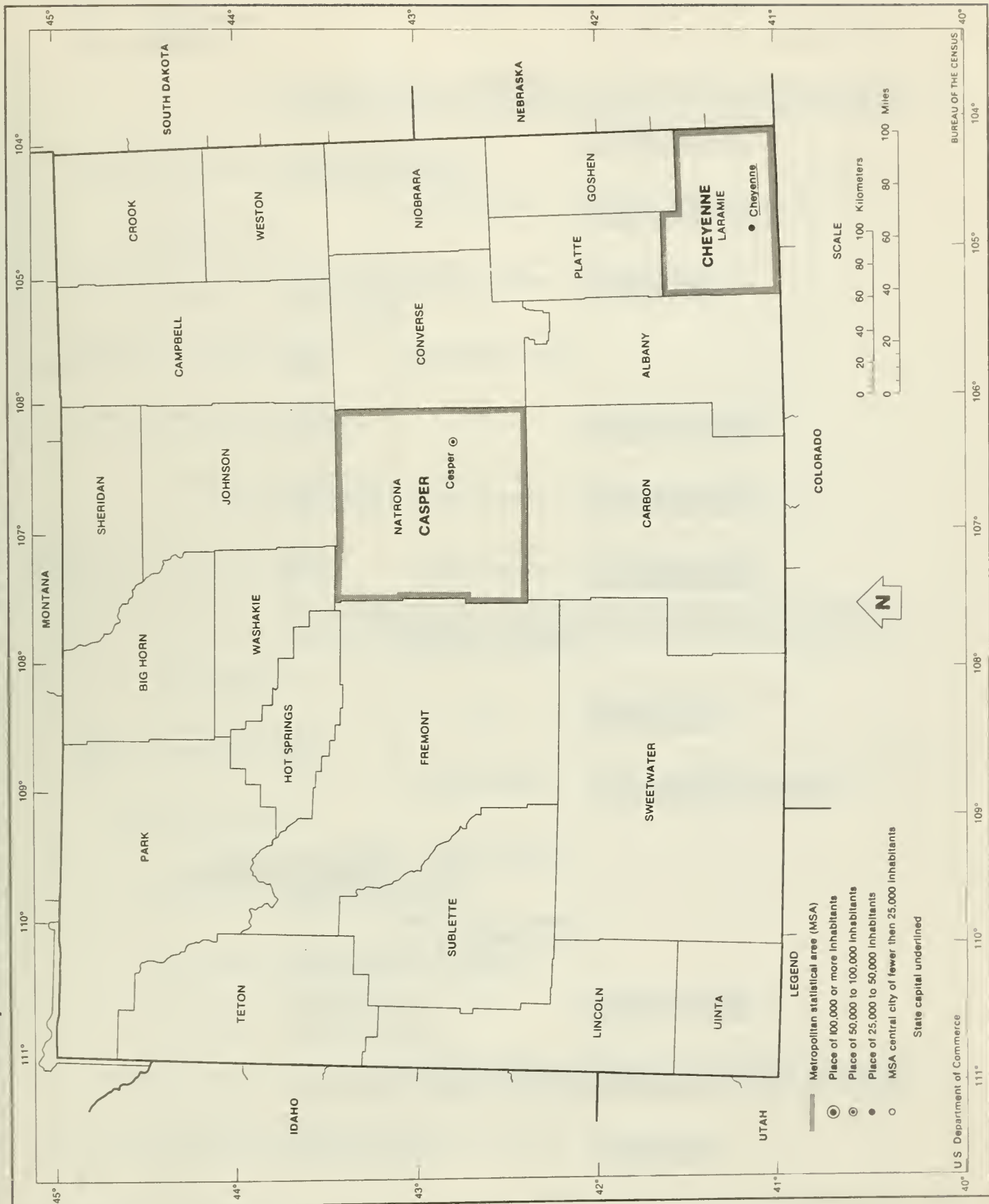
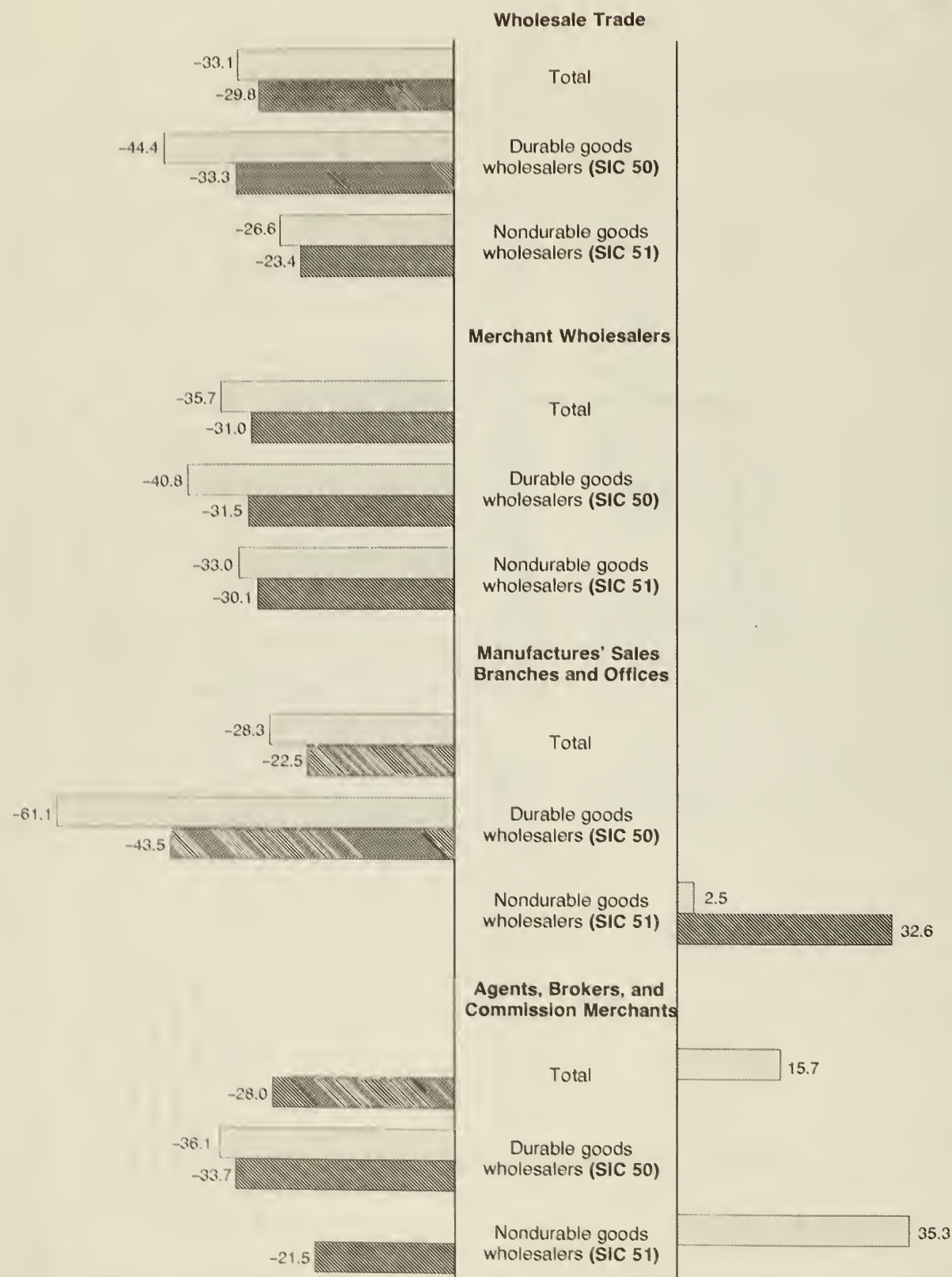


Figure 2. Percent Change in Sales and Annual Payroll: 1982 to 1987

# Wyoming

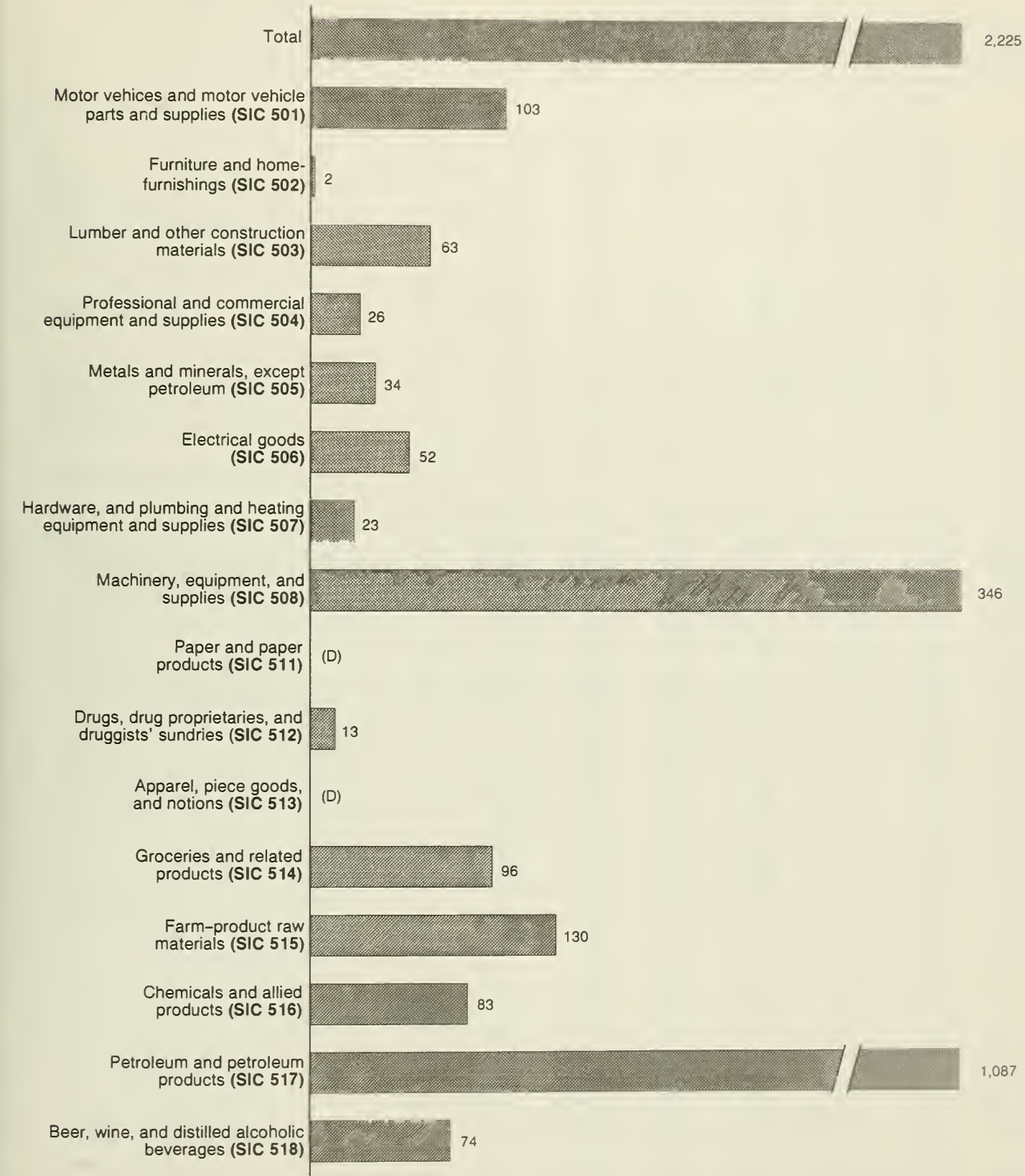
Sales  
Payroll



Note: Data are based on 1972 Standard Industrial Classification.  
For meaning of abbreviations and symbols, see introductory text.

Figure 3. **Wholesale Sales by Industry Group: 1987**  
(Million dollars)

Wyoming



Note: For meaning of abbreviations and symbols, see introductory text.

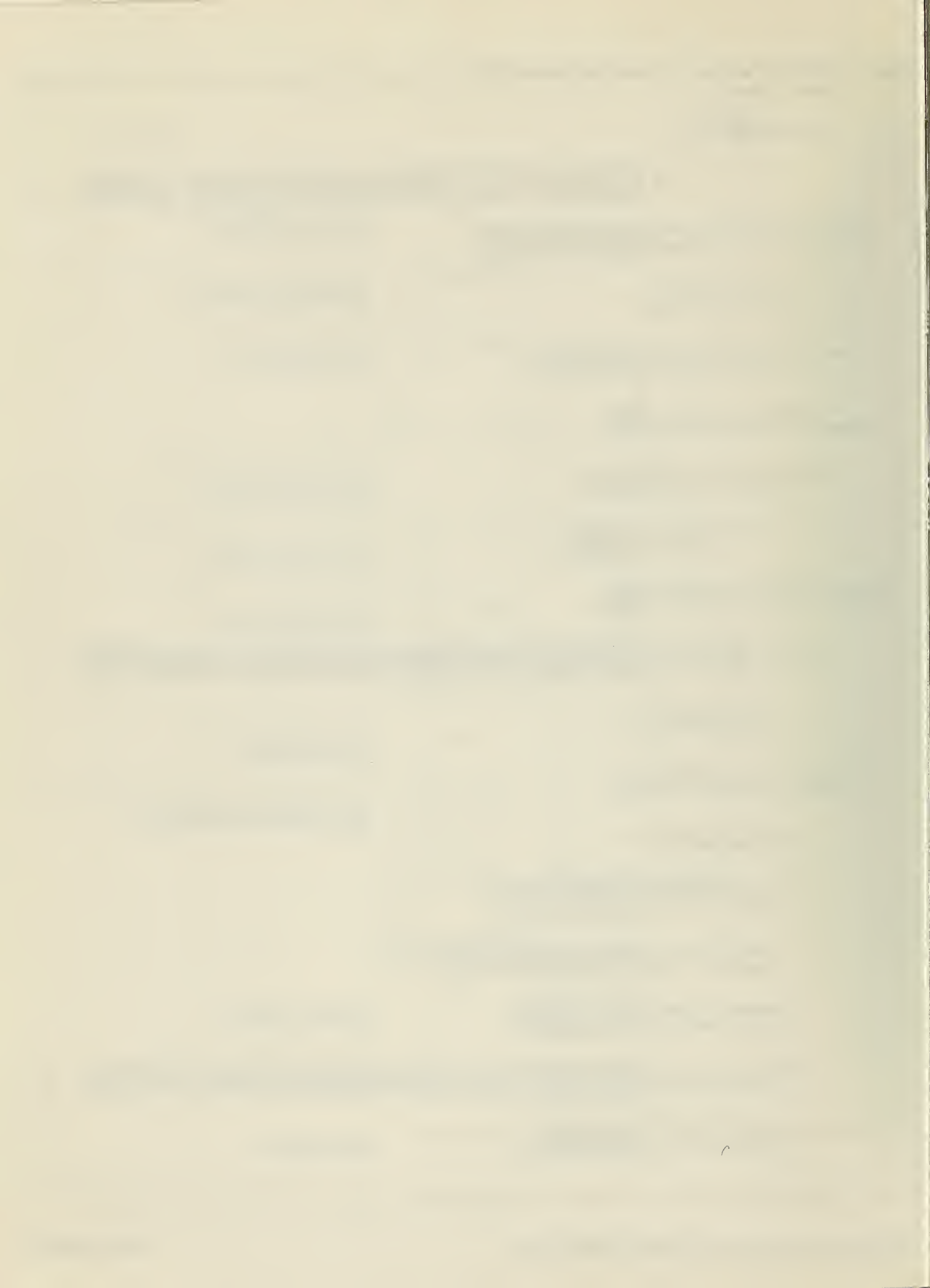




Table 1. Summary Statistics for the State: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1987 SIC code	Type of operation and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1986 inventories (\$1,000)	End-of-1987 inventories (\$1,000)
	Wholesale trade -----	1 024	2 224 688	125 624	30 766	6 369	284 238	178 887	179 185
	<b>TYPES OF OPERATION</b>								
	Merchant wholesalers -----	869	1 776 469	105 470	25 474	5 507	219 306	152 101	153 873
	Wholesale distributors and jobbers -----	844	1 748 692	103 659	25 026	5 347	215 359	148 802	149 906
	Importers -----	7	4 996	674	188	51	1 402	311	321
	Exporters -----	5	7 429	221	52	35	593	1 671	1 588
	Terminal grain elevators -----	8	9 182	431	89	40	909	612	1 407
	Country grain elevators -----	8	9 182	431	89	40	909	612	1 407
	Assemblers of farm products, except country grain elevators -----	5	6 170	485	119	34	1 043	705	651
	Manufacturers' sales branches and sales offices -----	130	329 140	18 378	4 907	684	41 044	26 231	24 695
	Sales branches (with stock) -----	103	257 892	16 127	4 108	594	34 067	26 231	24 695
	Sales offices (without stock) -----	27	71 248	2 251	799	90	6 977	-	-
	Agents, brokers, and commission merchants -----	25	119 079	1 776	385	178	3 888	535	617
	Auction companies -----	5	99 505	845	147	125	2 003	1	1
	Brokers -----	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	Commission merchants -----	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	Import agents -----	-	-	-	-	-	-	-	-
	Export agents -----	-	-	-	-	-	-	-	-
	Manufacturers' agents -----	11	13 208	727	173	34	1 489	477	587
	<b>TYPES OF OPERATION BY KIND OF BUSINESS</b>								
	Wholesale trade -----	1 024	2 224 688	125 624	30 766	6 369	284 238	178 887	179 185
50	Durable goods -----	611	672 029	77 502	19 047	3 668	146 440	127 713	128 393
501	Motor vehicles and motor vehicle parts and supplies -----	109	103 415	15 334	3 830	817	27 032	20 809	20 558
5012	Automobiles and other motor vehicles -----	12	26 039	2 402	664	141	4 496	4 529	3 197
5013	Motor vehicle supplies and new parts -----	74	53 184	9 429	2 357	485	16 444	13 401	13 323
5014	Tires and tubes -----	11	21 387	2 886	649	126	5 020	2 608	3 802
5015	Motor vehicle parts, used -----	12	2 805	617	160	65	1 072	271	236
502	Furniture and home furnishings -----	7	2 366	309	64	26	633	174	180
5021	Furniture -----	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5023	Home furnishings -----	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
503	Lumber and other construction materials -----	32	62 583	2 633	519	116	5 116	1 695	2 284
5031	Lumber, plywood, millwork, and wood panels -----	15	55 147	1 610	282	55	3 066	1 060	1 621
5032	Brick, stone, and related construction materials -----	7	4 314	627	137	37	1 187	289	317
5033	Roofing, siding, and insulation materials -----	3	1 171	108	26	5	264	159	164
5039	Construction materials, n.e.c. -----	7	1 951	288	74	19	599	187	182
504	Professional and commercial equipment and supplies -----	44	26 047	4 831	1 407	275	8 920	2 751	2 891
5043	Photographic equipment and supplies -----	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5044	Office equipment -----	19	13 230	2 825	685	172	4 967	1 205	1 361
5045	Computers and computer peripheral equipment and software -----	9	4 989	707	391	34	1 463	261	294
5046	Commercial equipment, n.e.c. -----	5	3 183	377	89	20	911	614	574
5047	Medical, dental, and hospital equipment and supplies -----	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5048	Ophthalmic goods -----	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5049	Professional equipment and supplies, n.e.c. -----	5	1 517	241	64	15	492	230	251
505	Metals and minerals, except petroleum -----	21	33 988	4 418	966	172	8 976	4 402	4 570
5051	Metals service centers and offices -----	18	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5052	Coal and other minerals and ores -----	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506	Electrical goods -----	46	51 819	4 250	1 210	233	8 833	7 307	7 785
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	28	46 318	3 184	913	174	6 850	6 365	6 679
5064	Electrical appliances, television and radio sets -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5065	Electronic parts and equipment, n.e.c. -----	17	(D)	(D)	(D)	(D)	(D)	(D)	(D)
507	Hardware, and plumbing and heating equipment and supplies -----	34	23 178	1 993	485	130	3 872	4 437	3 629
5072	Hardware -----	7	4 364	248	58	20	577	560	453
5074	Plumbing and heating equipment and supplies (hydronics) -----	20	15 870	1 421	347	90	2 674	3 292	2 615
5075	Warm air heating and air-conditioning equipment and supplies -----	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5078	Refrigeration equipment and supplies -----	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508	Machinery, equipment, and supplies -----	287	345 581	39 939	9 657	1 637	75 111	80 645	81 120
5082	Construction and mining (except petroleum) machinery and equipment -----	32	79 591	11 024	2 705	378	17 536	28 257	26 985
5083	Farm and garden machinery and equipment -----	37	38 313	4 243	928	268	7 537	14 548	12 499
5084	Industrial machinery and equipment -----	169	194 836	20 216	4 864	782	41 272	31 912	35 689
5085	Industrial supplies -----	37	26 391	3 624	885	159	6 871	5 199	5 250
5087	Service establishment equipment and supplies -----	12	6 450	832	275	50	1 895	729	697
5088	Transportation equipment and supplies, except motor vehicles -----	-	-	-	-	-	-	-	-
509	Miscellaneous durable goods -----	31	23 052	3 795	909	262	7 947	5 493	5 376
5091	Sporting and recreational goods and supplies -----	10	13 292	2 158	599	160	4 305	4 048	3 975
5092	Toys and hobby goods and supplies -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5093	Scrap and waste materials -----	8	4 570	720	129	40	1 709	427	297
5094	Jewelry, watches, precious stones, and precious metals -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5099	Durable goods, n.e.c. -----	11	(D)	(D)	(D)	(D)	(D)	(D)	(D)

Table 1. **Summary Statistics for the State: 1987—Con.**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1987 SIC code	Type of operation and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1986 inventories (\$1,000)	End-of-1987 inventories (\$1,000)
<b>TYPES OF OPERATION BY KIND OF BUSINESS—Con.</b>									
<b>Wholesale trade—Con.</b>									
51	<b>Nondurable goods</b> .....	413	1 552 659	48 122	11 719	2 701	117 798	51 154	50 792
511	Paper and paper products.....	24	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5111	Printing and writing paper.....	-	-	-	-	-	-	-	-
5112	Stationery and office supplies.....	24	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5113	Industrial and personal service paper.....	-	-	-	-	-	-	-	-
512	Drugs, drug proprietaries, and druggists' sundries.....	6	13 241	1 396	362	75	3 811	1 903	2 374
5122	Drugs, drug proprietaries, and druggists' sundries.....	6	13 241	1 396	362	75	3 811	1 903	2 374
513	Apparel, piece goods, and notions.....	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5131	Piece goods, notions, and other dry goods.....	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5136	Men's and boys' clothing and furnishings.....	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5137	Women's, children's and infants' clothing and accessories.....	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5139	Footwear.....	-	-	-	-	-	-	-	-
514	Groceries and related products.....	57	96 350	8 144	1 923	403	19 196	3 861	4 118
5141	Groceries, general line.....	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5142	Packaged frozen foods.....	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5143	Dairy products, except dried or canned.....	11	20 007	1 375	272	61	3 926	158	187
5144	Poultry and poultry products.....	-	-	-	-	-	-	-	-
5145	Confectionery.....	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5146	Fish and seafoods.....	-	-	-	-	-	-	-	-
5147	Meats and meat products.....	6	2 724	233	47	15	510	86	134
5148	Fresh fruits and vegetables.....	4	2 399	355	75	20	677	114	107
5149	Groceries and related products, n.e.c.....	26	61 644	5 363	1 340	263	12 586	2 742	2 885
515	Farm-product raw materials.....	29	129 509	1 986	394	227	4 693	3 315	3 786
5153	Grain and field beans.....	18	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5154	Livestock.....	7	99 748	850	148	126	2 013	2	5
5159	Farm-product raw materials, n.e.c.....	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
516	Chemicals and allied products.....	69	82 694	8 071	2 097	345	18 186	7 658	7 586
5162	Plastics materials and basic forms and shapes.....	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5169	Chemicals and allied products, n.e.c.....	68	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517	Petroleum and petroleum products.....	119	1 086 973	15 190	3 808	851	43 315	20 013	18 070
5171	Petroleum bulk stations and terminals.....	95	581 875	12 270	3 073	710	33 265	18 363	17 024
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals.....	24	505 098	2 920	735	141	10 050	1 650	1 046
518	Beer, wine, and distilled alcoholic beverages.....	36	74 017	5 614	1 320	267	12 249	5 416	5 809
5181	Beer and ale.....	33	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5182	Wine and distilled alcoholic beverages.....	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods.....	69	54 272	4 913	1 192	340	10 573	6 943	6 898
5191	Farm supplies.....	48	37 748	3 631	820	248	7 712	5 138	4 892
5192	Books, periodicals, and newspapers.....	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5193	Flowers, nursery stock, and florists' supplies.....	-	-	-	-	-	-	-	-
5194	Tobacco and tobacco products.....	4	8 520	517	204	29	914	709	748
5198	Paints, varnishes, and supplies.....	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5199	Nondurable goods, n.e.c.....	10	4 392	247	58	29	830	622	735
	<b>Merchant wholesalers</b> .....	869	1 776 469	105 470	25 474	5 507	219 306	152 101	153 873
50	<b>Durable goods</b> .....	524	567 731	66 923	16 105	3 304	124 647	111 645	112 655
501	Motor vehicles and motor vehicle parts and supplies.....	108	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5012	Automobiles and other motor vehicles.....	11	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5013	Motor vehicle supplies and new parts.....	74	53 184	9 429	2 357	485	16 444	13 401	13 323
5014	Tires and tubes.....	11	21 387	2 886	649	126	5 020	2 608	3 802
5015	Motor vehicle parts, used.....	12	2 805	617	160	65	1 072	271	236
502	Furniture and home furnishings.....	7	2 366	309	64	26	633	174	160
5021	Furniture.....	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5023	Home furnishings.....	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
503	Lumber and other construction materials.....	27	56 173	2 503	485	110	4 841	1 546	2 156
5031	Lumber, plywood, millwork, and wood panels.....	11	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5032	Brick, stone, and related construction materials.....	7	4 314	627	137	37	1 187	289	317
5033	Roofing, siding, and insulation materials.....	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5039	Construction materials, n.e.c.....	7	1 951	288	74	19	599	187	182
504	Professional and commercial equipment and supplies.....	41	21 704	4 299	1 056	258	7 603	2 628	2 757
5043	Photographic equipment and supplies.....	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5044	Office equipment.....	19	13 230	2 825	685	172	4 967	1 205	1 361
5045	Computers and computer peripheral equipment and software.....	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5046	Commercial equipment, n.e.c.....	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5047	Medical, dental, and hospital equipment and supplies.....	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5048	Ophthalmic goods.....	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5049	Professional equipment and supplies, n.e.c.....	5	1 517	241	64	15	492	230	251
505	Metals and minerals, except petroleum.....	18	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5051	Metals service centers and offices.....	16	18 471	1 978	437	106	3 733	2 041	2 302
5052	Coal and other minerals and ores.....	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506	Electrical goods.....	41	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5063	Electrical apparatus and equipment, wiring supplies, and construction materials.....	25	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5064	Electrical appliances, television and radio sets.....	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5065	Electronic parts and equipment, n.e.c.....	15	(D)	(D)	(D)	(D)	(D)	(D)	(D)



Table 1. Summary Statistics for the State: 1987—Con.

(For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A)

1987 SIC code	Type of operation and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1986 inventories (\$1,000)	End-of-1987 inventories (\$1,000)
<b>TYPES OF OPERATION BY KIND OF BUSINESS</b> —Con.									
Merchant wholesalers—Con.									
50	Durable goods—Con.								
507	Hardware, and plumbing and heating equipment and supplies	34	23 178	1 993	485	130	3 872	4 437	3 629
5072	Hardware	7	4 364	248	58	20	577	560	453
5074	Plumbing and heating equipment and supplies (hydronics)	20	15 870	1 421	347	90	2 674	3 292	2 615
5075	Warm air heating and air-conditioning equipment and supplies	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5078	Refrigeration equipment and supplies	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508	Machinery, equipment, and supplies	220	279 058	32 417	7 642	1 368	60 264	67 248	67 926
5082	Construction and mining (except petroleum) machinery and equipment	29	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5083	Farm and garden machinery and equipment	36	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5084	Industrial machinery and equipment	107	133 255	13 139	2 929	527	27 283	19 943	23 988
5085	Industrial supplies	36	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5087	Service establishment equipment and supplies	12	6 450	832	275	50	1 895	729	697
5088	Transportation equipment and supplies, except motor vehicles	-	-	-	-	-	-	-	-
509	Miscellaneous durable goods	28	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5091	Sporting and recreational goods and supplies	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5092	Toys and hobby goods and supplies	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5093	Scrap and waste materials	8	4 570	720	129	40	1 709	427	297
5094	Jewelry, watches, precious stones, and precious metals	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5099	Durable goods, n.e.c.	9	4 171	722	138	42	1 553	840	885
51	Nondurable goods	345	1 208 738	38 547	9 369	2 203	94 659	40 456	41 218
511	Paper and paper products	22	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5111	Printing and writing paper	-	-	-	-	-	-	-	-
5112	Stationery and office supplies	22	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5113	Industrial and personal service paper	-	-	-	-	-	-	-	-
512	Drugs, drug proprietaries, and druggists' sundries	6	13 241	1 396	362	75	3 811	1 903	2 374
5122	Drugs, drug proprietaries, and druggists' sundries	6	13 241	1 396	362	75	3 811	1 903	2 374
513	Apparel, piece goods, and notions	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5131	Piece goods, notions, and other dry goods	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5136	Men's and boys' clothing and furnishings	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5137	Women's, children's and infants' clothing and accessories	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5139	Footwear	-	-	-	-	-	-	-	-
514	Groceries and related products	40	51 116	5 113	1 251	262	11 581	2 523	2 728
5141	Groceries, general line	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5142	Packaged frozen foods	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5143	Dairy products, except dried or canned	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5144	Poultry and poultry products	-	-	-	-	-	-	-	-
5145	Confectionery	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5146	Fish and seafoods	-	-	-	-	-	-	-	-
5147	Meats and meat products	6	2 724	233	47	15	510	86	134
5148	Fresh fruits and vegetables	4	2 399	355	75	20	677	114	107
5149	Groceries and related products, n.e.c.	14	(D)	(D)	(D)	(D)	(D)	(D)	(D)
515	Farm-product raw materials	24	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5153	Grain and field beans	18	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5154	Livestock	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5159	Farm-product raw materials, n.e.c.	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
516	Chemicals and allied products	41	35 426	3 500	891	169	8 896	4 435	4 246
5162	Plastics materials and basic forms and shapes	-	-	-	-	-	-	-	-
5169	Chemicals and allied products, n.e.c.	41	35 426	3 500	891	169	8 896	4 435	4 246
517	Petroleum and petroleum products	111	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5171	Petroleum bulk stations and terminals	90	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	21	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages	33	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5181	Beer and ale	32	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5182	Wine and distilled alcoholic beverages	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods	64	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5191	Farm supplies	48	37 748	3 631	820	248	7 712	5 138	4 892
5192	Books, periodicals, and newspapers	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5193	Flowers, nursery stock, and florists' supplies	-	-	-	-	-	-	-	-
5194	Tobacco and tobacco products	4	8 520	517	204	29	914	709	748
5196	Paints, varnishes, and supplies	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5199	Nondurable goods, n.e.c.	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	Manufacturers' sales branches and sales offices	130	329 140	18 378	4 907	684	41 044	26 231	24 695
50	Durable goods	71	86 296	9 707	2 737	324	20 063	15 534	15 122
501	Motor vehicles and motor vehicle parts and supplies	-	-	-	-	-	-	-	-
502	Furniture and home furnishings	-	-	-	-	-	-	-	-
503	Lumber and other construction materials	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504	Professional and commercial equipment and supplies	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505	Metals and minerals, except petroleum	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)

Table 1. **Summary Statistics for the State: 1987—Con.**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1987 SIC code	Type of operation and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1986 inventories (\$1,000)	End-of-1987 inventories (\$1,000)
	<b>TYPES OF OPERATION BY KIND OF BUSINESS —Con.</b>								
	<b>Manufacturers' sales branches and sales offices—Con.</b>								
50	<b>Durable goods—Con.</b>								
506	Electrical goods .....	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
507	Hardware, and plumbing and heating equipment and supplies .....	—	—	—	—	—	—	—	—
508	Machinery, equipment, and supplies .....	62	60 440	7 021	1 895	252	13 954	12 992	12 656
509	Miscellaneous durable goods .....	—	—	—	—	—	—	—	—
51	<b>Nondurable goods .....</b>	59	242 844	8 671	2 170	360	20 981	10 697	9 573
511	Paper and paper products .....	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries .....	—	—	—	—	—	—	—	—
513	Apparel, piece goods, and notions .....	—	—	—	—	—	—	—	—
514	Groceries and related products .....	17	45 234	3 031	672	141	7 615	1 338	1 390
515	Farm-product raw materials .....	—	—	—	—	—	—	—	—
516	Chemicals and allied products .....	27	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517	Petroleum and petroleum products .....	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	Baer, wine, and distilled alcoholic beverages .....	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods .....	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	<b>Agents, brokers, and commission merchants .....</b>	25	119 079	1 776	385	178	3 888	535	617
50	<b>Durable goods .....</b>	16	18 002	872	205	40	1 730	534	616
501	Motor vehicles and motor vehicle parts and supplies .....	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
502	Furniture and home furnishings .....	—	—	—	—	—	—	—	—
503	Lumber and other construction materials .....	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504	Professional and commercial equipment and supplies .....	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505	Metals and minerals, except petroleum .....	—	—	—	—	—	—	—	—
506	Electrical goods .....	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
507	Hardware, and plumbing and heating equipment and supplies .....	—	—	—	—	—	—	—	—
508	Machinery, equipment, and supplies .....	5	6 083	501	120	17	893	405	538
509	Miscellaneous durable goods .....	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
51	<b>Nondurable goods .....</b>	9	101 077	904	180	138	2 158	1	1
511	Paper and paper products .....	—	—	—	—	—	—	—	—
512	Drugs, drug proprietaries, and druggists' sundries .....	—	—	—	—	—	—	—	—
513	Apparel, piece goods, and notions .....	—	—	—	—	—	—	—	—
514	Groceries and related products .....	—	—	—	—	—	—	—	—
515	Farm-product raw materials .....	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)
516	Chemicals and allied products .....	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517	Petroleum and petroleum products .....	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	Baer, wine, and distilled alcoholic beverages .....	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods .....	—	—	—	—	—	—	—	—



Table 2. Selected Ratios for the State: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1987 SIC code	Type of operation and kind of business	Sales		Annual payroll		Employees per estab- lishment <sup>1</sup> (number)	Operating expenses as percent of sales	End-of-1987 inventories as percent of sales
		Per estab- lishment (dollars)	Per employee <sup>1</sup> (dollars)	Per employee <sup>1</sup> (dollars)	As percent of operating expenses			
	Wholesale trade .....	2 172 547	349 299	19 724	47.5	8	11.9	8.1
50	Durable goods .....	1 099 884	183 214	21 129	52.9	6	21.8	19.1
501	Motor vehicles and motor vehicle parts and supplies .....	948 761	126 579	18 769	56.7	7	26.1	19.9
5012	Automobiles and other motor vehicles .....	2 169 917	184 674	17 035	53.4	12	17.3	12.3
5013	Motor vehicle supplies and new parts .....	718 703	109 658	19 441	57.3	7	30.9	25.1
5014	Tires and tubes .....	1 944 273	169 738	22 905	57.5	11	23.5	17.8
5015	Motor vehicle parts, used .....	233 750	43 154	9 492	57.6	5	38.2	8.4
502	Furniture and homet furnishings .....	338 000	91 000	11 885	48.8	4	28.8	7.8
5021	Furniture .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5023	Homet furnishings .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
503	Lumber and other construction materials .....	1 955 719	539 509	22 698	51.5	4	8.2	3.8
5031	Lumber, plywood, millwork, and wood panels .....	3 676 467	1 002 873	29 273	52.5	4	5.8	2.9
5032	Brick, stone, and related construction materials .....	616 286	116 595	16 946	52.8	5	27.5	7.3
5033	Roofing, siding, and insulation materials .....	390 333	234 200	21 600	40.9	2	22.5	14.0
5039	Construction materials, n.e.c. ....	278 714	102 684	15 158	48.1	3	30.7	9.3
504	Professional and commercial equipment and supplies .....	591 977	94 716	17 567	54.2	6	34.2	11.1
5043	Photographic equipment and supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5044	Office equipment .....	696 316	76 919	16 424	56.9	9	37.5	10.3
5045	Computers and computer peripheral equipment and software .....	554 333	146 735	20 794	48.3	4	29.3	5.9
5046	Commercial equipment, n.e.c. ....	636 600	159 150	18 850	41.4	4	28.8	18.0
5047	Medical, dental, and hospital equipment and supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5048	Ophthalmic goods .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5049	Professional equipment and supplies, n.e.c. ....	303 400	101 133	16 067	49.0	3	32.4	18.5
505	Metals and minerals, except petroleum .....	1 618 476	197 605	25 686	49.2	8	26.4	13.4
5051	Metals service centers and offices .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5052	Coal and other minerals and ores .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506	Electrical goods .....	1 126 500	222 399	18 240	48.1	5	17.0	15.0
5063	Electrical apparatus and equipment, wiring supplies, and construction materials .....	1 654 214	266 195	18 299	46.5	6	14.8	14.4
5064	Electrical appliances, television and radio sets .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5065	Electronic parts and equipment, n.e.c. ....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
507	Hardware, and plumbing and heating equipment and supplies .....	681 706	178 292	15 331	51.5	4	16.7	15.7
5072	Hardware .....	623 429	218 200	12 400	43.0	3	13.2	10.4
5074	Plumbing and heating equipment and supplies (hydronics) .....	793 500	176 333	15 789	53.1	5	16.8	18.5
5075	Warm air heating and air-conditioning equipment and supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5078	Refrigeration equipment and supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508	Machinery, equipment, and supplies .....	1 204 115	211 106	24 398	53.2	6	21.7	23.5
5082	Construction and mining (except petroleum) machinery and equipment .....	2 487 219	210 558	29 164	62.9	12	22.0	33.9
5083	Farm and garden machinery and equipment .....	1 035 486	142 959	15 832	56.3	7	15.7	32.8
5084	Industrial machinery and equipment .....	1 152 876	249 151	25 852	49.0	5	21.2	18.3
5085	Industrial supplies .....	713 270	165 981	22 792	52.7	4	26.0	19.9
5087	Service establishment equipment and supplies .....	537 500	129 000	16 640	43.9	4	29.4	10.8
5088	Transportation equipment and supplies, except motor vehicles .....	-	-	-	-	-	-	-
509	Miscellaneous durable goods .....	743 613	87 985	14 485	47.8	8	34.5	23.3
5091	Sporting and recreational goods and supplies .....	1 329 200	83 075	13 488	50.1	16	32.4	29.9
5092	Toys and hobby goods and supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5093	Scrap and waste materials .....	571 250	114 250	18 000	42.1	5	37.4	6.5
5094	Jewelry, watches, precious stones, and precious metals .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5099	Durable goods, n.e.c. ....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
51	Nondurable goods .....	3 759 465	574 846	17 816	40.9	7	7.6	3.3
511	Paper and paper products .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5111	Printing and writing paper .....	-	-	-	-	-	-	-
5112	Stationery and office supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5113	Industrial and personal service paper .....	-	-	-	-	-	-	-
512	Drugs, drug proprietaries, and druggists' sundries .....	2 206 833	176 547	18 613	36.6	13	28.8	17.9
5122	Drugs, drug proprietaries, and druggists' sundries .....	2 206 833	176 547	18 613	36.6	13	28.8	17.9
513	Apparel, piece goods, and notions .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5131	Piece goods, notions, and other dry goods .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5136	Men's and boys' clothing and furnishings .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5137	Women's, children's and infants' clothing and accessories .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5139	Footwear .....	-	-	-	-	-	-	-
514	Groceries and related products .....	1 690 351	239 082	20 208	42.4	7	19.9	4.3
5141	Groceries, general line .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5142	Packaged frozen foods .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5143	Dairy products, except dried or canned .....	1 818 818	327 984	22 541	35.0	6	19.8	.9
5144	Poultry and poultry products .....	-	-	-	-	-	-	-
5145	Confectionery .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5146	Fish and seafoods .....	-	-	-	-	-	-	-
5147	Meats and meat products .....	454 000	181 600	15 533	45.7	3	18.7	4.9
5148	Fresh fruits and vegetables .....	599 750	119 950	17 750	52.4	5	28.2	4.5
5149	Groceries and related products, n.e.c. ....	2 370 923	234 388	20 392	42.6	10	20.4	4.7
515	Farm-product raw materials .....	4 465 828	570 524	8 749	42.3	8	3.6	2.9
5153	Grain and field beans .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5154	Livestock .....	14 249 714	791 651	8 746	42.2	18	2.0	-
5159	Farm-product raw materials, n.e.c. ....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
516	Chemicals and allied products .....	1 198 464	239 693	23 394	44.4	5	22.0	9.2
5162	Plastics materials and basic forms and shapes .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5169	Chemicals and allied products, n.e.c. ....	(D)	(D)	(D)	(D)	(D)	(D)	(D)

See footnotes at end of table.

**Table 2. Selected Ratios for the State: 1987—Con.**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1987 SIC code	Type of operation and kind of business	Sales		Annual payroll		Employees per estab- lishment <sup>1</sup> (number)	Operating expenses as percent of sales	End-of-1987 inventories as percent of sales
		Per estab- lishment (dollars)	Per employee <sup>1</sup> (dollars)	Per employee <sup>1</sup> (dollars)	As percent of operating expenses			
	<b>Wholesale trade—Con.</b>							
51	<b>Nondurable goods—Con.</b>							
517	Petroleum and petroleum products .....	9 134 227	1 277 289	17 850	35.1	7	4.0	1.7
5171	Petroleum bulk stations and terminals .....	6 125 000	819 542	17 282	36.9	7	5.7	2.9
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals .....	21 045 750	3 582 255	20 709	29.1	6	2.0	.2
518	Beer, wine, and distilled alcoholic beverages .....	2 056 028	277 217	21 026	45.8	7	16.5	7.8
5181	Beer and ale .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5182	Wine and distilled alcoholic beverages .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods .....	786 551	159 624	14 450	46.5	5	19.5	12.7
5191	Farm supplies .....	786 417	152 210	14 641	47.1	5	20.4	13.0
5192	Books, periodicals, and newspapers .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5193	Flowers, nursery stock, and florists' supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5194	Tobacco and tobacco products .....	2 130 000	293 793	17 828	56.6	7	10.7	8.8
5198	Paints, varnishes, and supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5199	Nondurable goods, n.e.c. ....	439 200	151 448	8 517	29.8	3	18.9	16.7
	<b>Merchant wholesalers .....</b>	<b>2 044 268</b>	<b>322 584</b>	<b>19 152</b>	<b>48.1</b>	<b>6</b>	<b>12.3</b>	<b>8.7</b>
50	<b>Durable goods .....</b>	<b>1 083 456</b>	<b>171 831</b>	<b>20 255</b>	<b>53.7</b>	<b>6</b>	<b>22.0</b>	<b>19.8</b>
501	Motor vehicles and motor vehicle parts and supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5012	Automobiles and other motor vehicles .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5013	Motor vehicle supplies and new parts .....	718 703	109 658	19 441	57.3	7	30.9	25.1
5014	Tires and tubes .....	1 944 273	169 738	22 905	57.5	11	23.5	17.8
5015	Motor vehicle parts, used .....	233 750	43 154	9 492	57.6	5	38.2	8.4
502	Furniture and home furnishings .....	338 000	91 000	11 885	48.8	4	26.8	7.6
5021	Furniture .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5023	Home furnishings .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
503	Lumber and other construction materials .....	2 080 481	510 664	22 755	51.7	4	8.6	3.8
5031	Lumber, plywood, millwork, and wood panels .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5032	Brick, stone, and related construction materials .....	616 286	116 595	16 946	52.8	5	27.5	7.3
5033	Roofing, siding, and insulation materials .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5039	Construction materials, n.e.c. ....	278 714	102 684	15 158	48.1	3	30.7	9.3
504	Professional and commercial equipment and supplies .....	529 366	84 124	16 663	56.5	6	35.0	12.7
5043	Photographic equipment and supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5044	Office equipment .....	696 316	76 919	16 424	56.9	9	37.5	10.3
5045	Computers and computer peripheral equipment and software .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5046	Commercial equipment, n.e.c. ....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5047	Medical, dental, and hospital equipment and supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5048	Ophthalmic goods .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5049	Professional equipment and supplies, n.e.c. ....	303 400	101 133	16 067	49.0	3	32.4	16.5
505	Metals and minerals, except petroleum .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5051	Metals service centers and offices .....	1 154 438	174 255	18 660	53.0	7	20.2	12.5
5052	Coal and other minerals and ores .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506	Electrical goods .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5063	Electrical apparatus and equipment, wiring supplies, and construction materials .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5064	Electrical appliances, television and radio sets .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5065	Electronic parts and equipment, n.e.c. ....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
507	Hardware, and plumbing and heating equipment and supplies .....	681 706	178 292	15 331	51.5	4	16.7	15.7
5072	Hardware .....	623 429	218 200	12 400	43.0	3	13.2	10.4
5074	Plumbing and heating equipment and supplies (hydronics) .....	793 500	176 333	15 789	53.1	5	16.8	16.5
5075	Warm air heating and air-conditioning equipment and supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5078	Refrigeration equipment and supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508	Machinery, equipment, and supplies .....	1 268 445	203 990	23 697	53.8	6	21.6	24.3
5082	Construction and mining (except petroleum) machinery and equipment .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5083	Farm and garden machinery and equipment .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5084	Industrial machinery and equipment .....	1 245 374	252 856	24 932	48.2	5	20.5	18.0
5085	Industrial supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5087	Service establishment equipment and supplies .....	537 500	129 000	16 640	43.9	4	29.4	10.8
5088	Transportation equipment and supplies, except motor vehicles .....	-	-	-	-	-	-	-
509	Miscellaneous durable goods .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5091	Sporting and recreational goods and supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5092	Toys and hobby goods and supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5093	Scrap and waste materials .....	571 250	114 250	18 000	42.1	5	37.4	6.5
5094	Jewelry, watches, precious stones, and precious metals .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5099	Durable goods, n.e.c. ....	463 444	99 310	17 190	46.5	5	37.2	21.2
51	<b>Nondurable goods .....</b>	<b>3 503 588</b>	<b>548 678</b>	<b>17 498</b>	<b>40.7</b>	<b>6</b>	<b>7.8</b>	<b>3.4</b>
511	Paper and paper products .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5111	Printing and writing paper .....	-	-	-	-	-	-	-
5112	Stationery and office supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5113	Industrial and personal service paper .....	-	-	-	-	-	-	-
512	Drugs, drug proprietaries, and druggists' sundries .....	2 206 833	176 547	18 613	36.6	13	28.8	17.9
5122	Drugs, drug proprietaries, and druggists' sundries .....	2 206 833	176 547	18 613	36.6	13	28.8	17.9
513	Apparel, piece goods, and notions .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5131	Piece goods, notions, and other dry goods .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5136	Men's and boys' clothing and furnishings .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5137	Women's, children's and infants' clothing and accessories .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5139	Footwear .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)

See footnotes at end of table.



Table 2. Selected Ratios for the State: 1987—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1987 SIC code	Type of operation and kind of business	Sales		Annual payroll		Employees per estab- lishment <sup>1</sup> (number)	Operating expenses as percent of sales	End-of-1987 inventories as percent of sales
		Per estab- lishment (dollars)	Per employee <sup>1</sup> (dollars)	Per employee <sup>1</sup> (dollars)	As percent of operating expenses			
	<b>Merchant wholesalers—Con.</b>							
51	<b>Nondurable goods—Con.</b>							
514	Groceries and related products .....	1 277 900	195 099	19 515	44.1	7	22.7	5.3
5141	Groceries, general line .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5142	Packaged frozen foods .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5143	Dairy products, except dried or canned .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5144	Poultry and poultry products .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5145	Confectionery .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5146	Fish and seafoods .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5147	Meats and meat products .....	454 000	181 600	15 533	45.7	3	18.7	4.9
5148	Fresh fruits and vegetables .....	599 750	119 950	17 750	52.4	5	28.2	4.5
5149	Groceries and related products, n.e.c. ....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
515	Farm-product raw materials .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5153	Grain and field beans .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5154	Livestock .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5159	Farm-product raw materials, n.e.c. ....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
516	Chemicals and allied products .....	864 049	209 621	20 710	39.3	4	25.1	12.0
5162	Plastics materials and basic forms and shapes .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5169	Chemicals and allied products, n.e.c. ....	864 049	209 621	20 710	39.3	4	25.1	12.0
517	Petroleum and petroleum products .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5171	Petroleum bulk stations and terminals .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5181	Beer and ale .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5182	Wine and distilled alcoholic beverages .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5191	Farm supplies .....	786 417	152 210	14 641	47.1	5	20.4	13.0
5192	Books, periodicals, and newspapers .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5193	Flowers, nursery stock, and florists' supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5194	Tobacco and tobacco products .....	2 130 000	293 793	17 828	56.6	7	10.7	8.8
5198	Paints, varnishes, and supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5199	Nondurable goods, n.e.c. ....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	<b>Manufacturers' sales branches and sales offices .....</b>	<b>2 531 846</b>	<b>481 199</b>	<b>26 868</b>	<b>44.8</b>	<b>5</b>	<b>12.5</b>	<b>7.5</b>
50	<b>Durable goods .....</b>	<b>1 215 437</b>	<b>266 346</b>	<b>29 960</b>	<b>48.4</b>	<b>5</b>	<b>23.2</b>	<b>17.5</b>
501	Motor vehicles and motor vehicle parts and supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
502	Furniture and home furnishings .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
503	Lumber and other construction materials .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504	Professional and commercial equipment and supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505	Metals and minerals, except petroleum .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506	Electrical goods .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
507	Hardware, and plumbing and heating equipment and supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508	Machinery, equipment, and supplies .....	974 839	239 841	27 861	50.3	4	23.1	20.9
509	Miscellaneous durable goods .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
51	<b>Nondurable goods .....</b>	<b>4 116 000</b>	<b>674 567</b>	<b>24 086</b>	<b>41.3</b>	<b>6</b>	<b>8.6</b>	<b>3.9</b>
511	Paper and paper products .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
513	Apparel, piece goods, and notions .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
514	Groceries and related products .....	2 660 824	320 809	21 496	39.8	8	16.8	3.1
515	Farm-product raw materials .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
516	Chemicals and allied products .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517	Petroleum and petroleum products .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	<b>Agents, brokers, and commission merchants .....</b>	<b>4 763 160</b>	<b>668 983</b>	<b>9 978</b>	<b>45.7</b>	<b>7</b>	<b>3.3</b>	<b>.5</b>
50	<b>Durable goods .....</b>	<b>1 125 125</b>	<b>450 050</b>	<b>21 800</b>	<b>50.4</b>	<b>3</b>	<b>9.6</b>	<b>3.4</b>
501	Motor vehicles and motor vehicle parts and supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
502	Furniture and home furnishings .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
503	Lumber and other construction materials .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504	Professional and commercial equipment and supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505	Metals and minerals, except petroleum .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506	Electrical goods .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
507	Hardware, and plumbing and heating equipment and supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508	Machinery, equipment, and supplies .....	1 216 600	357 824	29 471	56.1	3	14.7	8.8
509	Miscellaneous durable goods .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
51	<b>Nondurable goods .....</b>	<b>11 230 778</b>	<b>732 442</b>	<b>6 551</b>	<b>41.9</b>	<b>15</b>	<b>2.1</b>	<b>-</b>
511	Paper and paper products .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
513	Apparel, piece goods, and notions .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
514	Groceries and related products .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
515	Farm-product raw materials .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
516	Chemicals and allied products .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517	Petroleum and petroleum products .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)

<sup>1</sup>Based on number of employees for pay period including March 12.



**Table 3. Comparative Statistics Based on 1972 Standard Industrial Classification for the State: 1987 and 1982**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1972 SIC code	1987 SIC code	Type of operation and kind of business	Establishments		Sales			Annual payroll			Paid employees for pay period including March 12	
			1987 (number)	1982 (number)	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (number)	1982 (number)
		Wholesale trade -----	1 016	1 164	2 222 525	3 319 901	-33.1	125 164	178 353	-29.8	6 322	9 590
50		Durable goods -----	603	711	669 866	1 204 961	-44.4	77 042	115 509	-33.3	3 621	6 024
501		Motor vehicles and automotive parts and supplies ---	101	115	101 252	148 292	-31.7	14 874	21 554	-31.0	770	1 232
5012	5012	Automobiles and other motor vehicles -----	12	15	26 039	51 992	-49.9	2 402	5 630	-57.3	141	270
5013	5013	Automotive parts and supplies -----	78	84	53 826	72 233	-25.5	9 586	12 099	-20.8	503	782
	5013 pt.	Motor vehicle supplies and new parts -----	74	82	53 184	(D)	(D)	9 429	(D)	(D)	485	(D)
		Motor vehicle parts, used -----	4	2	642	(D)	(D)	157	(D)	(D)	18	(D)
5014	5014	Tires and tubes -----	11	16	21 387	24 067	-11.1	2 886	3 825	-24.6	126	180
502		Furniture and home furnishings -----	7	10	2 366	2 930	-19.3	309	354	-12.7	26	28
5021	5021	Furniture -----	5	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5023	5023	Home furnishings -----	2	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
503		Lumber and other construction materials -----	32	29	62 583	47 289	32.3	2 633	2 700	-2.5	116	175
5031	5031	Lumber, plywood, millwork, and wood panels -----	15	11	55 147	(D)	(D)	1 610	(D)	(D)	55	(D)
5039		Construction materials, n.e.c. -----	17	18	7 436	(D)	(D)	1 023	(D)	(D)	61	(D)
	5032	Brick, stone, and related construction materials ---	7	5	4 314	5 174	-16.6	627	632	-.8	37	32
	5033	Roofing, siding, and insulation materials -----	3	1	1 171	(D)	(D)	108	(D)	(D)	5	(D)
	5039	Construction materials, n.e.c. -----	7	12	1 951	(D)	(D)	288	(D)	(D)	19	(D)
504		Sporting, recreational, photographic, and hobby goods, toys and supplies -----	13	12	14 285	10 677	33.8	2 362	1 531	54.3	182	125
5041	5091	Sporting and recreational goods and supplies -----	10	8	13 292	9 573	38.8	2 158	1 314	64.2	160	103
5042	5092	Toys and hobby goods and supplies -----	1	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5043	5043	Photographic equipment and supplies -----	2	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505		Metals and minerals, except petroleum -----	21	27	33 998	58 029	-41.4	4 418	4 927	-10.3	172	213
5051	5051	Metals service centers and offices -----	18	24	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5052	5052	Coal and other minerals and ores -----	3	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506		Electrical goods -----	47	53	(D)	65 902	(D)	(D)	6 120	(D)	(D)	358
5063		Electrical apparatus and equipment, wiring supplies, and construction materials -----	30	39	(D)	61 193	(D)	(D)	5 304	(D)	(D)	293
	5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	28	(NA)	46 318	(NA)	(NA)	3 184	(NA)	(NA)	174	(NA)
	5065 pt.	Electronic parts and equipment, n.e.c. -----	1	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
	5084 pt.	Industrial machinery and equipment -----	1	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
5064	5064	Electrical appliances, television and radio sets -----	1	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5065	5065 pt.	Electronic parts and equipment, n.e.c. -----	16	12	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
507		Hardware, and plumbing and heating equipment and supplies -----	34	44	23 178	40 545	-42.8	1 993	4 811	-58.6	130	293
5072	5072	Hardware -----	7	8	4 364	6 000	-27.3	248	879	-71.8	20	43
5074	5074	Plumbing and heating equipment and supplies (hydronics) -----	20	27	15 870	31 154	-49.1	1 421	3 557	-60.1	90	221
5075	5075	Warm air heating and air-conditioning equipment and supplies -----	5	5	(D)	2 659	(D)	(D)	251	(D)	(D)	19
5078	5078	Refrigeration equipment and supplies -----	2	4	(D)	732	(D)	(D)	124	(D)	(D)	10
508		Machinery, equipment, and supplies -----	328	399	369 932	824 729	-55.2	44 642	72 620	-38.5	1 906	3 504
5081		Commercial machines and equipment -----	33	32	21 402	16 157	32.5	3 909	2 875	36.0	226	194
	5044	Office equipment -----	19	(NA)	13 230	(NA)	(NA)	2 825	(NA)	(NA)	172	(NA)
	5045	Computers and computer peripheral equipment and software -----	9	(NA)	4 989	(NA)	(NA)	707	(NA)	(NA)	34	(NA)
	5046	Commercial equipment, n.e.c. -----	5	7	3 183	(D)	(D)	377	(D)	(D)	20	(D)
5082	5082	Construction and mining (except petroleum) machinery and equipment -----	32	43	79 591	141 070	-43.6	11 024	17 369	-36.5	378	700
5083	5083	Farm and garden machinery and equipment -----	37	50	38 313	68 832	-44.3	4 243	6 589	-35.6	268	385
5084	5084 pt.	Industrial machinery and equipment -----	168	211	(D)	544 888	(D)	(D)	37 617	(D)	(D)	1 777
5085	5085	Industrial supplies -----	37	46	26 391	45 498	-42.0	3 624	6 935	-47.8	159	364
5086		Professional equipment and supplies -----	9	7	(D)	5 308	(D)	(D)	750	(D)	(D)	42
	5047	Medical, dental, and hospital equipment and supplies -----	2	3	(D)	3 012	(D)	(D)	216	(D)	(D)	14
	5048	Ophthalmic goods -----	2	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5049	Professional equipment and supplies, n.e.c. -----	5	3	1 517	(D)	(D)	241	(D)	(D)	15	(D)
5087	5087	Service establishment equipment and supplies -----	12	10	6 450	2 976	116.7	832	485	71.5	50	42
5088	5088	Transportation equipment and supplies, except motor vehicles -----	-	-	-	-	-	-	-	-	-	-
509		Miscellaneous durable goods -----	20	22	(D)	6 568	(D)	(D)	892	(D)	(D)	96
5093	5093	Scrap and waste materials -----	8	11	4 570	3 023	51.2	720	541	33.1	40	40
5094	5094	Jewelry, watches, precious stones, and precious metals -----	1	-	(D)	-	(X)	(D)	-	(X)	(D)	-
5099	5099 pt.	Durable goods, n.e.c. -----	11	11	(D)	3 545	(D)	(D)	351	(D)	(D)	56

**Table 3. Comparative Statistics Based on 1972 Standard Industrial Classification for the State: 1987 and 1982—Con.**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1972 SIC code	1987 SIC code	Type of operation and kind of business	Establishments		Sales			Annual payroll			Paid employees for pay period including March 12	
			1987 (number)	1982 (number)	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (number)	1982 (number)
		<b>Wholesale trade—Con.</b>										
51		<b>Nondurable goods</b> .....	413	453	1 552 659	2 114 940	-26.6	48 122	62 844	-23.4	2 701	3 586
511		Paper and paper products .....	24	20	(D)	9 807	(D)	(D)	1 840	(D)	(D)	119
5111	5111	Printing and writing paper .....	-	2	-	(D)	(D)	-	(D)	(D)	-	(D)
5112	5112	Stationary and office supplies .....	24	18	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5113	5113	Industrial and personal service paper .....	-	-	-	-	-	-	-	-	-	-
512		Drugs, drug proprietaries, and druggists' sundries .....	6	4	13 241	(D)	(D)	1 396	(D)	(D)	75	(D)
5122	5122	Drugs, drug proprietaries, and druggists' sundries .....	6	4	13 241	(D)	(D)	1 396	(D)	(D)	75	(D)
513		Apparel, piece goods, and notions .....	4	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5133	5131 pt.	Piece goods .....	-	-	-	-	-	-	-	-	-	-
5134	5131 pt.	Notions and other dry goods .....	2	-	(D)	-	(X)	(D)	-	(X)	(D)	-
5136	5136	Man's and boys' clothing and furnishings .....	1	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5137	5137	Woman's, children's, and infants' clothing and accessories .....	1	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5139	5139	Footwear .....	-	1	(D)	(D)	(D)	-	(D)	(D)	-	(D)
514		Groceries and related products .....	57	69	96 350	95 237	1.2	8 144	9 024	-9.8	403	512
5141	5141	Groceries, general line .....	4	6	(D)	12 042	(D)	(D)	780	(D)	(D)	42
5142	5142	Packaged frozen foods .....	4	6	(D)	8 340	(D)	(D)	696	(D)	(D)	46
5143	5143	Dairy products, except dried or canned .....	11	22	20 007	26 882	-25.6	1 375	2 052	-33.0	61	128
5144	5144	Poultry and poultry products .....	-	-	-	-	-	-	-	-	-	-
5145	5145	Confectionery .....	2	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5146	5146	Fish and seafoods .....	-	1	-	(D)	(D)	-	(D)	(D)	-	(D)
5147	5147	Meats and meat products .....	6	4	2 372	2 372	14.8	233	233	-	15	15
5148	5148	Fresh fruits and vegetables .....	4	2	2 399	(D)	(D)	355	(D)	(D)	20	(D)
5149	5149	Groceries and related products, n.e.c. ....	26	25	61 644	43 550	41.5	5 363	5 116	4.8	263	268
515		Farm-product raw materials .....	29	34	129 509	106 544	21.6	1 986	2 173	-8.6	227	296
5152	5159 pt.	Cotton .....	-	-	-	-	-	-	-	-	-	-
5153	5153	Grain and field beans .....	18	20	(D)	24 742	(D)	(D)	937	(D)	(D)	77
5154	5154	Livestock .....	7	9	99 748	72 057	38.4	850	754	12.7	126	193
5159	5159 pt.	Farm-product raw materials, n.e.c. ....	4	5	(D)	9 745	(D)	(D)	482	(D)	(D)	26
516		Chemicals and allied products .....	69	71	82 694	118 460	-30.2	8 071	18 352	-56.0	345	848
5161		Chemicals and allied products .....	69	71	82 694	118 460	-30.2	8 071	18 352	-56.0	345	848
	5162	Plastics materials and basic forms and shapes .....	1	-	(D)	-	(X)	(D)	-	(X)	(D)	-
	5169	Chemicals and allied products, n.e.c. ....	68	71	(D)	118 460	(D)	(D)	18 352	(D)	(D)	848
517		Patroleum and petroleum products .....	119	133	1 086 973	1 589 240	-31.6	15 190	16 089	-5.6	851	834
5171	5171	Petroleum bulk stations and terminals .....	95	94	581 875	745 800	-22.0	12 270	11 897	3.1	710	613
5172	5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals .....	24	39	505 098	843 440	-40.1	2 920	4 192	-30.4	141	221
518		Beer, wine, and distilled alcoholic beverages .....	36	38	74 017	99 140	-25.4	5 614	7 454	-24.7	267	317
5181	5181	Beer and ale .....	33	35	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5182	5182	Wine and distilled alcoholic beverages .....	3	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519		Miscellaneous nondurable goods .....	69	80	54 272	86 293	-37.1	4 913	7 083	-30.6	340	592
5191	5191	Farm supplies .....	48	50	37 748	61 459	-38.6	3 631	5 352	-32.2	248	379
5194	5194	Tobacco and tobacco products .....	4	6	8 520	12 747	-33.2	517	663	-22.0	29	67
5198	5198	Paints, varnishes and supplies .....	5	6	(D)	1 929	(D)	(D)	289	(D)	(D)	25
5199		Nondurable goods, n.e.c. ....	12	18	(D)	10 158	(D)	(D)	779	(D)	(D)	121
	5099 pt.	Durable goods, n.e.c. ....	-	(NA)	-	(NA)	(NA)	-	(NA)	(NA)	-	(NA)
	5192	Books, periodicals, and newspapers .....	2	5	(D)	1 780	(D)	(D)	103	(D)	(D)	8
	5193	Flowers, nursery stock, and florists' supplies .....	-	1	-	(D)	(D)	-	(D)	(D)	-	(D)
	5199	Nondurable goods, n.e.c. ....	10	(NA)	4 392	(NA)	(NA)	247	(NA)	(NA)	29	(NA)
		<b>Merchant wholesalers</b> .....	861	951	1 774 306	2 758 255	-35.7	105 010	152 179	-31.0	5 460	8 263
50		<b>Durable goods</b> .....	516	581	565 568	954 867	-40.8	66 463	97 023	-31.5	3 257	5 261
501		Motor vehicles and automotiva parts and supplies .....	100	112	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5012	5012	Automobiles and other motor vehicles .....	11	14	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5013		Automotiva parts and supplies .....	78	83	53 826	(D)	(D)	9 586	(D)	(D)	503	(D)
	5013	Motor vehicle supplies and new parts .....	74	81	53 184	(D)	(D)	9 429	(D)	(D)	485	(D)
	5015 pt.	Motor vehicle parts, used .....	4	2	642	(D)	(D)	157	(D)	(D)	18	(D)
5014	5014	Tires and tubes .....	11	15	21 387	(D)	(D)	2 886	(D)	(D)	126	(D)
502		Furniture and homefurnishings .....	7	9	2 366	(D)	(D)	309	(D)	(D)	26	(D)
5021	5021	Furniture .....	5	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5023	5023	Homefurnishings .....	2	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
503		Lumber and other construction materials .....	27	27	56 173	(D)	(D)	2 503	(D)	(D)	110	(D)
5031	5031	Lumber, plywood, millwork, and wood panels .....	11	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5039		Construction materials, n.e.c. ....	16	18	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5032	Brck, stona, and related construction materials .....	7	5	4 314	5 174	-16.6	627	632	-.8	37	32
	5033	Roofing, siding, and insulation materials .....	2	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5039	Construction materials, n.e.c. ....	7	12	1 951	(D)	(D)	288	(D)	(D)	19	(D)



**Table 3. Comparative Statistics Based on 1972 Standard Industrial Classification for the State: 1987 and 1982—Con.**

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1972 SIC code	1987 SIC code	Type of operation and kind of business	Establishments		Sales			Annual payroll			Paid employees for pay period including March 12	
			1987 (number)	1982 (number)	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (number)	1982 (number)
		<b>Merchant wholesalers—Con.</b>										
50		<b>Durable goods—Con.</b>										
504		Sporting, recreational, photographic, and hobby goods, toys and supplies .....	12	12	(D)	10 677	(D)	(D)	1 531	(D)	(D)	125
5041	5091	Sporting and recreational goods and supplies .....	9	8	(D)	9 573	(D)	(D)	1 314	(D)	(D)	103
5042	5092	Toys and hobby goods and supplies .....	1	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5043	5043	Photographic equipment and supplies .....	2	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505		Metals and minerals, except petroleum .....	18	22	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5051	5051	Metals service centers and offices .....	16	22	18 471	(D)	(D)	1 978	(D)	(D)	106	(D)
5052	5052	Coal and other minerals and ores .....	2	-	(D)	-	(X)	(D)	-	(X)	(D)	-
506		Electrical goods .....	41	46	(D)	58 523	(D)	(D)	5 738	(D)	(D)	339
5063		Electrical apparatus and equipment, wiring supplies, and construction materials .....	26	33	35 547	(D)	(D)	3 198	(D)	(D)	173	(D)
	5063	Electrical apparatus and equipment, wiring supplies, and construction materials .....	25	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
	5065 pt.	Electronic parts and equipment, n.e.c. ....	1	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
	5084 pt.	Industrial machinery and equipment .....	-	(NA)	-	(NA)	(NA)	-	(NA)	(NA)	-	(NA)
5064	5064	Electrical appliances, television and radio sets .....	1	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5065	5065 pt.	Electronic parts and equipment, n.e.c. ....	14	11	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
507		Hardware, and plumbing and heating equipment and supplies .....	34	42	23 178	(D)	(D)	1 993	(D)	(D)	130	(D)
5072	5072	Hardware .....	7	8	4 364	6 000	-27.3	248	879	-71.8	20	43
5074	5074	Plumbing and heating equipment and supplies (hydronics) .....	20	26	15 870	(D)	(D)	1 421	(D)	(D)	90	(D)
5075	5075	Warm air heating and air-conditioning equipment and supplies .....	5	5	(D)	2 659	(D)	(D)	251	(D)	(D)	19
5078	5078	Refrigeration equipment and supplies .....	2	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508		Machinery, equipment, and supplies .....	259	289	300 437	603 143	-50.2	36 664	56 290	-34.9	1 622	2 829
5081		Commercial machines and equipment .....	30	27	17 059	(D)	(D)	3 377	(D)	(D)	209	(D)
	5044	Office equipment .....	19	(NA)	13 230	(NA)	(NA)	2 825	(NA)	(NA)	172	(NA)
	5045	Computers and computer peripheral equipment and software .....	7	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
	5046	Commercial equipment, n.e.c. ....	4	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5082	5082	Construction and mining (except petroleum) machinery and equipment .....	29	38	(D)	137 014	(D)	(D)	17 091	(D)	(D)	683
5083	5083	Farm and garden machinery and equipment .....	36	49	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5084	5084 pt.	Industrial machinery and equipment .....	107	116	133 255	335 213	-60.3	13 139	22 502	-41.6	527	1 173
5085	5085	Industrial supplies .....	36	42	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5086		Professional equipment and supplies .....	9	7	(D)	5 308	(D)	(D)	750	(D)	(D)	42
	5047	Medical, dental, and hospital equipment and supplies .....	2	3	(D)	3 012	(D)	(D)	216	(D)	(D)	14
	5048	Ophthalmic goods .....	2	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5049	Professional equipment and supplies, n.e.c. ....	5	3	1 517	1 896	-20.0	241	378	-36.3	15	18
5087	5087	Service establishment equipment and supplies .....	12	10	6 450	2 976	116.7	832	485	71.5	50	42
5088	5088	Transportation equipment and supplies, except motor vehicles .....	-	-	-	-	-	-	-	-	-	-
509		Miscellaneous durable goods .....	18	22	(D)	6 568	(D)	(D)	892	(D)	(D)	96
5093	5093	Scrap and waste materials .....	8	11	4 570	3 023	51.2	720	541	33.1	40	40
5094	5094	Jewelry, watches, precious stones, and precious metals .....	1	-	(D)	-	(X)	(D)	-	(X)	(D)	-
5099	5099 pt.	Durable goods, n.e.c. ....	9	11	4 171	3 545	17.7	722	351	105.7	42	56
51		<b>Nondurable goods .....</b>	<b>345</b>	<b>370</b>	<b>1 208 738</b>	<b>1 803 388</b>	<b>-33.0</b>	<b>38 547</b>	<b>55 156</b>	<b>-30.1</b>	<b>2 203</b>	<b>3 002</b>
511		Paper and paper products .....	22	17	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5111	5111	Printing and writing paper .....	-	2	-	(D)	(D)	-	(D)	(D)	-	(D)
5112	5112	Stationery and office supplies .....	22	15	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5113	5113	Industrial and personal service paper .....	-	-	-	-	-	-	-	-	-	-
512		Drugs, drug proprietaries, and druggists' sundries .....	6	4	13 241	(D)	(D)	1 396	(D)	(D)	75	(D)
5122	5122	Drugs, drug proprietaries, and druggists' sundries ..	6	4	13 241	(D)	(D)	1 396	(D)	(D)	75	(D)
513		Apparel, piece goods, and notions .....	4	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5133	5131 pt.	Piece goods .....	-	-	-	-	-	-	-	-	-	-
5134	5131 pt.	Notions and other dry goods .....	2	-	(D)	-	(X)	(D)	-	(X)	(D)	-
5136	5136	Men's and boys' clothing and furnishings .....	1	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5137	5137	Women's, children's, and infants' clothing and accessories .....	1	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5139	5139	Footwear .....	-	1	-	(D)	(D)	-	(D)	(D)	-	(D)
514		Groceries and related products .....	40	40	51 116	54 669	-6.5	5 113	5 505	-7.1	262	321
5141	5141	Groceries, general line .....	4	6	(D)	12 042	(D)	(D)	780	(D)	(D)	42
5142	5142	Packaged frozen foods .....	4	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5143	5143	Dairy products, except dried or canned .....	6	4	(D)	455	(D)	(D)	72	(D)	(D)	12
5144	5144	Poultry and poultry products .....	-	-	-	-	-	-	-	-	-	-
5145	5145	Confectionery .....	2	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)



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			1987 (number)	1982 (number)	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (number)	1982 (number)
		<b>Merchant wholesalers—Con.</b>										
51		<b>Nondurable goods—Con.</b>										
514		Groceries and related products—Con.										
5146	5146	Fish and seafoods .....	-	1	-	(D)	(D)	-	(D)	(D)	-	(D)
5147	5147	Meats and meat products .....	6	4	2 724	2 372	14.8	233	233	-	15	15
5148	5148	Fresh fruits and vegetables .....	4	2	2 399	(D)	(D)	355	(D)	(D)	20	(D)
5149	5149	Groceries and related products, n.e.c. ....	14	16	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
515		Farm-product raw materials .....	24	26	(D)	40 738	(D)	(D)	1 442	(D)	(D)	129
5152	5159 pt.	Cotton .....	-	-	-	-	-	-	-	-	-	-
5153	5153	Grain and field beans .....	18	20	(D)	24 742	(D)	(D)	937	(D)	(D)	77
5154	5154	Livestock .....	2	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5159	5159 pt.	Farm-product raw materials, n.e.c. ....	4	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
516		Chemicals and allied products .....	41	54	35 426	99 738	-64.5	3 500	16 198	-78.4	169	726
5161		Chemicals and allied products .....	41	54	35 426	99 738	-64.5	3 500	16 198	-78.4	169	726
	5162	Plastics materials and basic forms and shapes ..	-	-	-	-	-	-	-	-	-	-
	5169	Chemicals and allied products, n.e.c. ....	41	54	35 426	99 738	-64.5	3 500	16 198	-78.4	169	726
517		Petroleum and petroleum products .....	111	115	(D)	1 411 113	(D)	(D)	15 218	(D)	(D)	778
5171	5171	Petroleum bulk stations and terminals .....	90	81	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5172	5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals .....	21	34	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518		Beer, wine, and distilled alcoholic beverages .....	33	36	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5181	5181	Beer and ale .....	32	34	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5182	5182	Wine and distilled alcoholic beverages .....	1	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519		Miscellaneous nondurable goods .....	64	74	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5191	5191	Farm supplies .....	48	50	37 748	61 459	-38.6	3 631	5 352	-32.2	248	379
5194	5194	Tobacco and tobacco products .....	4	6	8 520	12 747	-33.2	517	663	-22.0	29	67
5198	5198	Paints, varnishes and supplies .....	1	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5199		Nondurable goods, n.e.c. ....	11	16	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5099 pt.	Durable goods, n.e.c. ....	-	(NA)	-	(NA)	(NA)	-	(NA)	(NA)	-	(NA)
	5192	Books, periodicals, and newspapers .....	2	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5193	Flowers, nursery stock, and florists' supplies ..	-	1	-	(D)	(D)	-	(D)	(D)	-	(NA)
	5199	Nondurable goods, n.e.c. ....	9	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
		<b>Manufacturers' sales branches and sales offices</b> .....	130	173	329 140	458 766	-28.3	18 378	23 707	-22.5	684	1 039
50		<b>Durable goods</b> .....	71	109	86 296	221 927	-61.1	9 707	17 170	-43.5	324	680
501	501 pt.	Motor vehicles and automotive parts and supplies ---	-	2	-	(D)	(D)	-	(D)	(D)	-	(D)
502	502	Furniture and homefurnishings .....	-	-	-	-	-	-	-	-	-	-
503	503	Lumber and other construction materials .....	2	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504		Sporting, recreational, photographic, and hobby goods, toys and supplies .....	-	-	-	-	-	-	-	-	-	-
	504 pt.	Professional and commercial equipment and supplies .....	-	-	-	-	-	-	-	-	-	-
	509 pt.	Miscellaneous durable goods .....	-	-	-	-	-	-	-	-	-	-
505	505	Metals and minerals, except petroleum .....	3	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506		Electrical goods .....	3	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	506	Electrical goods .....	2	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
	508 pt.	Machinery, equipment, and supplies .....	1	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
507	507	Hardware, and plumbing and heating equipment and supplies .....	-	-	-	-	-	-	-	-	-	-
508		Machinery, equipment, and supplies .....	63	97	62 161	206 238	-69.9	7 381	15 338	-51.9	264	616
	504 pt.	Professional and commercial equipment and supplies .....	2	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	508 pt.	Machinery, equipment, and supplies .....	61	93	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509	509 pt.	Miscellaneous durable goods .....	-	-	-	-	-	-	-	-	-	-
51		<b>Nondurable goods</b> .....	59	84	242 844	238 839	2.5	8 671	8 537	32.6	360	359
511	511	Paper and paper products .....	2	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	512	Drugs, drug proprietaries, and druggists' sundries ..	-	-	-	-	-	-	-	-	-	-
513	513	Apparel, piece goods, and notions .....	-	-	-	-	-	-	-	-	-	-
514	514	Groceries and related products .....	17	28	45 234	(D)	(D)	3 031	(D)	(D)	141	(D)
515	515	Farm-product raw materials .....	-	-	-	-	-	-	-	-	-	-

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51		<b>Manufacturers' sales branches and sales offices—Con.</b>										
		<b>Nondurable goods—Con.</b>										
516	516	Chemicals and allied products .....	27	15	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517	517	Petroleum and petroleum products .....	7	13	(D)	170 665	(D)	(D)	545	(D)	(D)	29
518	518	Beer, wine, and distilled alcoholic beverages .....	1	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519		Miscellaneous nondurable goods .....	5	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	509 pt.	Miscellaneous durable goods .....	-	(NA)	-	(NA)	(NA)	-	(NA)	(NA)	-	(NA)
	519	Miscellaneous nondurable goods .....	5	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
		<b>Agents, brokers, and commission merchants .....</b>	<b>25</b>	<b>40</b>	<b>119 079</b>	<b>102 880</b>	<b>15.7</b>	<b>1 776</b>	<b>2 467</b>	<b>-28.0</b>	<b>178</b>	<b>288</b>
50		<b>Durable goods .....</b>	<b>16</b>	<b>21</b>	<b>18 002</b>	<b>28 167</b>	<b>-36.1</b>	<b>872</b>	<b>1 316</b>	<b>-33.7</b>	<b>40</b>	<b>83</b>
501	501 pt.	Motor vehicles and automotive parts and supplies ...	1	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
502	502	Furniture and home furnishings .....	-	1	-	(D)	(D)	-	(D)	(D)	-	(D)
503	503	Lumber and other construction materials .....	3	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504		Sporting, recreational, photographic, and hobby goods, toys and supplies .....	1	-	(D)	-	(X)	(D)	-	(X)	(D)	-
	504 pt.	Professional and commercial equipment and supplies .....	-	-	-	-	-	-	-	-	-	-
	509 pt.	Miscellaneous durable goods .....	1	-	(D)	-	(X)	(D)	-	(X)	(D)	-
505	505	Metals and minerals, except petroleum .....	-	2	-	(D)	(D)	-	(D)	(D)	-	(D)
506		Electrical goods .....	3	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	506	Electrical goods .....	3	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
	508 pt.	Machinery, equipment, and supplies .....	-	(NA)	-	(NA)	(NA)	-	(NA)	(NA)	-	(NA)
507	507	Hardware, and plumbing and heating equipment and supplies .....	-	2	-	(D)	(D)	-	(D)	(D)	-	(D)
508		Machinery, equipment, and supplies .....	6	13	7 334	15 348	-52.2	597	992	-39.8	20	59
	504 pt.	Professional and commercial equipment and supplies .....	1	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	508 pt.	Machinery, equipment, and supplies .....	5	12	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509	509 pt.	Miscellaneous durable goods .....	2	-	(D)	-	(X)	(D)	-	(X)	(D)	-
51		<b>Nondurable goods .....</b>	<b>9</b>	<b>19</b>	<b>101 077</b>	<b>74 713</b>	<b>35.3</b>	<b>904</b>	<b>1 151</b>	<b>-21.5</b>	<b>138</b>	<b>205</b>
511	511	Paper and paper products .....	-	-	-	-	-	-	-	-	-	-
512	512	Drugs, drug proprietaries, and druggists' sundries .....	-	-	-	-	-	-	-	-	-	-
513	513	Apparel, piece goods, and notions .....	-	-	-	-	-	-	-	-	-	-
514	514	Groceries and related products .....	-	1	-	(D)	(D)	-	(D)	(D)	-	(D)
515	515	Farm-product raw materials .....	5	8	(D)	65 806	(D)	(D)	731	(D)	(D)	167
516	516	Chemicals and allied products .....	1	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517	517	Petroleum and petroleum products .....	1	5	(D)	7 462	(D)	(D)	326	(D)	(D)	27
518	518	Beer, wine, and distilled alcoholic beverages .....	2	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519		Miscellaneous nondurable goods .....	-	2	-	(D)	(D)	-	(D)	(D)	-	(D)
	509 pt.	Miscellaneous durable goods .....	-	(NA)	-	(NA)	(NA)	-	(NA)	(NA)	-	(NA)
	519	Miscellaneous nondurable goods .....	-	(NA)	-	(NA)	(NA)	-	(NA)	(NA)	-	(NA)



Table 4. **Summary Statistics Based on 1972 Standard Industrial Classification for Industries Having a Classification Change Between 1972 and 1987 for the State: 1987**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For explanation of changes in kind-of-business classifications between 1982 and 1987, also see appendix A.]

1972 SIC code	1987 SIC code	Type of operation and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1986 inventories (\$1,000)	End-of-1987 inventories (\$1,000)
		<b>Wholesale trade -----</b>	<b>1 016</b>	<b>2 222 525</b>	<b>125 164</b>	<b>30 644</b>	<b>6 322</b>	<b>263 452</b>	<b>178 674</b>	<b>179 015</b>
5013	5013	Automotive parts and supplies -----	78	53 826	9 586	2 395	503	16 730	13 479	13 389
	5015 pt.	Motor vehicle parts and supplies -----	74	53 184	9 429	2 357	485	16 444	13 401	13 323
		Motor vehicle parts, used -----	4	642	157	38	18	286	78	66
5039	5032	Construction materials, n.e.c. -----	17	7 436	1 023	237	61	2 050	635	663
	5033	Brick, stone, and related construction materials -----	7	4 314	627	137	37	1 187	289	317
	5039	Roofing, siding, and insulation materials -----	3	1 171	108	26	5	264	159	164
		Construction materials, n.e.c. -----	7	1 951	288	74	19	599	187	182
5041	5091	Sporting and recreational goods and supplies -----	10	13 292	2 158	599	160	4 305	4 048	3 975
5042	5092	Toys and hobby goods and supplies -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5063	5063	Electrical apparatus and equipment, wiring supplies, and construction equipment -----	30	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5065 pt.	Electrical apparatus and equipment, wiring supplies, and construction equipment -----	28	46 318	3 184	913	174	6 850	6 365	6 679
	5084 pt.	Electrical parts and equipment, n.e.c. -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
		Industrial machinery and equipment -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5065	5065 pt.	Electronic parts and equipment, n.e.c. -----	16	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5081	5044	Commercial machines and equipment -----	33	21 402	3 909	1 165	226	7 341	2 080	2 229
	5045	Office equipment -----	19	13 230	2 825	685	172	4 967	1 205	1 361
	5046	Computers and computer peripheral equipment and software -----	9	4 989	707	391	34	1 463	261	294
		Commercial equipment, n.e.c. -----	5	3 183	377	89	20	911	614	574
5084	5084 pt.	Industrial machinery and equipment -----	168	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5086	5047	Professional equipment and supplies -----	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5048	Medical, dental, and hospital equipment and supplies -----	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5049	Ophthalmic goods -----	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
		Professional equipment and supplies, n.e.c. -----	5	1 517	241	64	15	492	230	251
5099	5099 pt.	Durable goods, n.e.c. -----	11	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5133	5131 pt.	Piece goods -----	-	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5134	5131 pt.	Notions and other dry goods -----	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5152	5159 pt.	Cotton -----	-	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5159	5159 pt.	Farm-product raw materials, n.e.c. -----	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5161	5162	Chemicals and allied products -----	69	82 694	8 071	2 097	345	18 186	7 658	7 586
	5169	Plastics materials and basic forms and shapes -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
		Chemicals and allied products, n.e.c. -----	68	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5199	5099 pt.	Nondurable goods, n.e.c. -----	12	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5192	Durable goods, n.e.c. -----	-	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5193	Books, periodicals, and newspapers -----	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5199	Flowers, nursery stock, and florists' supplies -----	-	(D)	(D)	(D)	(D)	(D)	(D)	(D)
		Nondurable goods, n.e.c. -----	10	4 392	247	58	29	830	622	735
		<b>Merchant Wholesalers -----</b>	<b>861</b>	<b>1 774 306</b>	<b>105 010</b>	<b>25 352</b>	<b>5 460</b>	<b>218 520</b>	<b>151 908</b>	<b>153 703</b>
5013	5013	Automotive parts and supplies -----	78	53 826	9 586	2 395	503	16 730	13 479	13 389
	5015 pt.	Motor vehicle parts and supplies -----	74	53 184	9 429	2 357	485	16 444	13 401	13 323
		Motor vehicle parts, used -----	4	642	157	38	18	286	78	66
5039	5032	Construction materials, n.e.c. -----	16	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5033	Brick, stone, and related construction materials -----	7	4 314	627	137	37	1 187	289	317
	5039	Roofing, siding, and insulation materials -----	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
		Construction materials, n.e.c. -----	7	1 951	288	74	19	599	187	182
5041	5091	Sporting and recreational goods and supplies -----	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5042	5092	Toys and hobby goods and supplies -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5063	5063	Electrical apparatus and equipment, wiring supplies, and construction equipment -----	26	35 547	3 198	939	173	6 723	6 374	6 688
	5065 pt.	Electrical apparatus and equipment, wiring supplies, and construction equipment -----	25	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5084 pt.	Electrical parts and equipment, n.e.c. -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
		Industrial machinery and equipment -----	-	-	-	-	-	-	-	-
5065	5065 pt.	Electronic parts and equipment, n.e.c. -----	14	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5081	5044	Commercial machines and equipment -----	30	17 059	3 377	814	209	6 024	1 957	2 095
	5045	Office equipment -----	19	13 230	2 825	685	172	4 967	1 205	1 361
	5046	Computers and computer peripheral equipment and software -----	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)
		Commercial equipment, n.e.c. -----	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5084	5084 pt.	Industrial machinery and equipment -----	107	133 255	13 139	2 929	527	27 283	19 943	23 988
5086	5047	Professional equipment and supplies -----	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5048	Medical, dental, and hospital equipment and supplies -----	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5049	Ophthalmic goods -----	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
		Professional equipment and supplies, n.e.c. -----	5	1 517	241	64	15	492	230	251
5099	5099 pt.	Durable goods, n.e.c. -----	9	4 171	722	138	42	1 553	840	885
5133	5131 pt.	Piece goods -----	-	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5134	5131 pt.	Notions and other dry goods -----	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5152	5159 pt.	Cotton -----	-	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5159	5159 pt.	Farm-product raw materials, n.e.c. -----	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5161	5162	Chemicals and allied products -----	41	35 426	3 500	891	169	8 896	4 435	4 246
	5169	Plastics materials and basic forms and shapes -----	-	-	-	-	-	-	-	-
		Chemicals and allied products, n.e.c. -----	41	35 426	3 500	891	169	8 896	4 435	4 246



**Table 4. Summary Statistics Based on 1972 Standard Industrial Classification for Industries Having a Classification Change Between 1972 and 1987 for the State: 1987—Con.**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For explanation of changes in kind-of-business classifications between 1982 and 1987, also see appendix A.]

1972 SIC code	1987 SIC code	Type of operation and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1986 inventories (\$1,000)	End-of-1987 inventories (\$1,000)
<b>Merchant Wholesalers—Con.</b>										
5199		Nondurable goods, n.e.c. -----	11	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5099 pt.	Durable goods, n.e.c. -----	-	-	-	-	-	-	-	-
	5192	Books, periodicals, and newspapers -----	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5193	Flowers, nursery stock, and florists' supplies -----	-	-	-	-	-	-	-	-
	5199	Nondurable goods, n.e.c. -----	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)
		<b>Manufacturer's sales branches and offices ---</b>	<b>130</b>	<b>329 140</b>	<b>18 378</b>	<b>4 907</b>	<b>684</b>	<b>41 044</b>	<b>26 231</b>	<b>24 695</b>
501	501 pt.	Motor vehicles and automotive parts and supplies -----	-	-	-	-	-	-	-	-
504		Sporting, recreational, photographic and hobby goods, toys and supplies -----	-	-	-	-	-	-	-	-
	504 pt.	Professional and commercial equipment and supplies --	-	-	-	-	-	-	-	-
	509 pt.	Miscellaneous durable goods -----	-	-	-	-	-	-	-	-
506		Electrical goods -----	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	506	Electrical goods -----	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	508 pt.	Machinery, equipment, and supplies -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508		Machinery, equipment, and supplies -----	63	62 161	7 381	2 198	264	14 754	13 081	12 755
	504 pt.	Professional and commercial equipment and supplies --	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	508 pt.	Machinery, equipment, and supplies -----	61	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509	509 pt.	Miscellaneous durable goods -----	-	-	-	-	-	-	-	-
519		Miscellaneous nondurable goods -----	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	509 pt.	Miscellaneous durable goods -----	-	-	-	-	-	-	-	-
	519	Miscellaneous nondurable goods -----	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)
		<b>Agents, brokers, and commission merchants -</b>	<b>25</b>	<b>119 079</b>	<b>1 776</b>	<b>385</b>	<b>178</b>	<b>3 888</b>	<b>535</b>	<b>617</b>
501	501 pt.	Motor vehicles and automotive parts and supplies -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504		Sporting, recreational, photographic and hobby goods, toys and supplies -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	504 pt.	Professional and commercial equipment and supplies --	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	509 pt.	Miscellaneous durable goods -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506		Electrical goods -----	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	506	Electrical goods -----	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	508 pt.	Machinery, equipment, and supplies -----	-	-	-	-	-	-	-	-
508		Machinery, equipment, and supplies -----	6	7 334	597	144	20	1 218	439	573
	504 pt.	Professional and commercial equipment and supplies --	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	508 pt.	Machinery, equipment, and supplies -----	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509	509 pt.	Miscellaneous durable goods -----	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519		Miscellaneous nondurable goods -----	-	-	-	-	-	-	-	-
	509 pt.	Miscellaneous durable goods -----	-	-	-	-	-	-	-	-
	519	Miscellaneous nondurable goods -----	-	-	-	-	-	-	-	-

**Table 5. Summary Statistics for Counties and for Places With 2,500 Inhabitants or More: 1987**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For information on geographic areas followed by ▲, see appendix F.]

Geographic area	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers			Other operating types		
					Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab- lish- ments (number)	Sales (\$1,000)
Wyoming -----	1 024	2 224 688	125 624	6 369	869	1 776 489	105 470	5 507	155	448 219
Albany County -----	29	22 874	2 011	125	26	(D)	(D)	(D)	3	(D)
Laramie -----	25	(D)	(D)	(D)	22	(D)	(D)	(D)	3	(D)
Balance of county -----	4	(D)	(D)	(D)	4	(D)	(D)	(D)	-	-
Big Horn County -----	18	17 436	1 232	91	18	17 436	1 232	91	-	-
Campbell County -----	87	369 110	14 801	609	77	(D)	(D)	(D)	10	(D)
Gillette -----	76	358 542	13 823	552	67	(D)	(D)	(D)	9	(D)
Balance of county -----	11	10 568	978	57	10	(D)	(D)	(D)	1	(D)
Carbon County -----	25	18 457	1 958	107	22	(D)	(D)	(D)	3	(D)
Rawlins -----	18	16 621	1 714	90	16	(D)	(D)	(D)	2	(D)
Balance of county -----	7	1 836	244	17	6	(D)	(D)	(D)	1	(D)
Converse County -----	14	11 729	1 347	85	13	(D)	(D)	(D)	1	(D)
Douglas -----	13	(D)	(D)	(D)	12	(D)	(D)	(D)	1	(D)
Glenrock -----	-	-	-	-	-	-	-	-	-	-
Balance of county -----	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
Crook County -----	9	7 720	1 038	60	8	(D)	(D)	(D)	1	(D)
Fremont County -----	54	83 264	3 807	274	50	(D)	(D)	(D)	4	(D)
Lander -----	8	(D)	(D)	(D)	8	(D)	(D)	(D)	-	-
Riverton -----	43	(D)	(D)	(D)	39	(D)	(D)	(D)	4	(D)
Balance of county -----	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	-
Goshen County -----	33	88 479	3 533	278	29	(D)	(D)	(D)	4	(D)
Torrington -----	22	71 950	2 510	188	19	(D)	(D)	(D)	3	(D)
Balance of county -----	11	16 529	1 023	90	10	(D)	(D)	(D)	1	(D)
Hot Springs County -----	8	(D)	(D)	(D)	6	(D)	(D)	(D)	2	(D)
Thermopolis -----	8	(D)	(D)	(D)	6	(D)	(D)	(D)	2	(D)
Balance of county -----	-	-	-	-	-	-	-	-	-	-
Johnson County -----	11	(D)	(D)	(D)	11	(D)	(D)	(D)	-	-
Buffalo -----	6	(D)	(D)	(D)	6	(D)	(D)	(D)	-	-
Balance of county -----	5	(D)	(D)	(D)	5	(D)	(D)	(D)	-	-
Laramie County -----	116	198 175	14 809	793	103	188 364	13 639	744	13	9 811
Cheyenne -----	89	173 691	12 560	645	78	(D)	(D)	(D)	11	(D)
Balance of county -----	27	24 484	2 249	148	25	(D)	(D)	(D)	2	(D)
Lincoln County -----	23	17 175	1 532	122	22	(D)	(D)	(D)	1	(D)
Kemmerer -----	6	3 034	339	21	6	3 034	339	21	-	-
Balance of county -----	17	14 141	1 193	101	16	(D)	(D)	(D)	1	(D)
Natrona County -----	276	776 576	44 033	1 947	211	611 430	33 660	1 564	65	165 146
Casper -----	208	647 494	29 314	1 370	162	508 277	21 490	1 072	46	139 217
Evansville -----	5	4 496	480	25	4	(D)	(D)	(D)	1	(D)
Balance of county -----	63	124 586	14 239	552	45	(D)	(D)	(D)	18	(D)
Niobrara County -----	2	(D)	(D)	(D)	1	(D)	(D)	(D)	1	(D)
Park County -----	54	45 995	4 431	245	46	42 129	3 900	227	8	3 866
Cody -----	18	17 831	1 610	85	17	(D)	(D)	(D)	1	(D)
Powell -----	29	22 194	2 191	117	22	(D)	(D)	(D)	7	(D)
Balance of county -----	7	5 970	630	43	7	5 970	630	43	-	-
Platte County -----	13	15 769	884	86	13	15 769	884	86	-	-
Wheatland -----	10	(D)	(D)	(D)	10	(D)	(D)	(D)	-	-
Balance of county -----	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	-
Sheridan County -----	42	93 062	5 711	341	36	39 575	4 534	266	6	53 487
Shendan -----	35	56 428	5 270	310	31	(D)	(D)	(D)	4	(D)
Balance of county -----	7	36 634	441	31	5	(D)	(D)	(D)	2	(D)
Sublette County -----	12	(D)	(D)	(D)	9	(D)	(D)	(D)	3	(D)
Sweetwater County -----	86	195 446	12 006	496	70	103 845	8 621	399	16	91 601
Green River -----	5	3 232	271	10	4	(D)	(D)	(D)	1	(D)
Rock Springs -----	64	71 914	7 117	321	52	(D)	(D)	(D)	12	(D)
Balance of county -----	17	120 300	4 618	165	14	(D)	(D)	(D)	3	(D)
Teton County -----	24	15 695	2 305	153	23	(D)	(D)	(D)	1	(D)
Jackson -----	16	(D)	(D)	(D)	15	(D)	(D)	(D)	1	(D)
Balance of county -----	8	(D)	(D)	(D)	8	(D)	(D)	(D)	-	-
Uinta County -----	43	34 886	3 465	167	33	26 915	2 450	123	10	7 971
Evanston -----	33	22 861	2 669	119	23	14 890	1 654	75	10	7 971
Balance of county -----	10	12 025	796	48	10	12 025	796	48	-	-
Washakie County -----	31	47 233	4 230	252	29	(D)	(D)	(D)	2	(D)
Worland -----	26	(D)	(D)	(D)	24	(D)	(D)	(D)	2	(D)
Balance of county -----	5	(D)	(D)	(D)	5	(D)	(D)	(D)	-	-
Weston County -----	14	(D)	(D)	(D)	13	(D)	(D)	(D)	1	(D)
Newcastle -----	9	(D)	(D)	(D)	8	(D)	(D)	(D)	1	(D)
Balance of county -----	5	(D)	(D)	(D)	5	(D)	(D)	(D)	-	-

**Table 6. Summary Statistics for Places With 200 Establishments or More: 1987**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For information on geographic areas followed by ▲, see appendix F]

1987 SIC code	Geographic area and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers				Other operating types	
						Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab- lish- ments (number)	Sales (\$1,000)
	CASPER										
	Wholesale trade -----	208	647 494	29 314	1 370	162	508 277	21 490	1 072	46	139 217
50	Durable goods -----	164	199 071	21 370	1 037	131	(D)	(D)	(D)	33	(D)
501	Motor vehicles and motor vehicle parts and supplies -----	21	31 873	3 095	179	20	(D)	(D)	(D)	1	(D)
502	Furniture and home furnishings -----	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
503	Lumber and other construction materials -----	8	5 055	473	24	6	(D)	(D)	(D)	2	(D)
504	Professional and commercial equipment and supplies -----	15	10 958	2 116	113	13	(D)	(D)	(D)	2	(D)
505	Metals and minerals, except petroleum -----	6	(D)	(D)	(D)	5	(D)	(D)	(D)	1	(D)
506	Electrical goods -----	16	(D)	(D)	(D)	12	14 238	1 515	90	4	(D)
507	Hardware, and plumbing and heating equipment and supplies -----	11	(D)	(D)	(D)	11	(D)	(D)	(D)	-	-
508	Machinery, equipment, and supplies -----	78	103 544	11 746	493	56	(D)	(D)	(D)	22	(D)
509	Miscellaneous durable goods -----	7	(D)	(D)	(D)	6	(D)	(D)	(D)	1	(D)
51	Nondurable goods -----	44	448 423	7 944	333	31	(D)	(D)	(D)	13	(D)
511	Paper and paper products -----	3	2 601	443	21	2	(D)	(D)	(D)	1	(D)
512	Drugs, drug proprietaries, and druggists' sundries -----	-	-	-	-	-	-	-	-	-	-
513	Apparel, piece goods, and notions -----	-	-	-	-	-	-	-	-	-	-
514	Groceries and related products -----	5	(D)	(D)	(D)	2	(D)	(D)	(D)	3	(D)
515	Farm-product raw materials -----	-	-	-	-	-	-	-	-	-	-
516	Chemicals and allied products -----	10	(D)	(D)	(D)	6	(D)	(D)	(D)	4	(D)
517	Petroleum and petroleum products -----	11	(D)	(D)	(D)	9	(D)	(D)	(D)	2	(D)
518	Beer, wine, and distilled alcoholic beverages -----	9	13 497	971	40	7	(D)	(D)	(D)	2	(D)
519	Miscellaneous nondurable goods -----	6	2 961	359	27	5	(D)	(D)	(D)	1	(D)

**Table 7. Summary Statistics for Counties With 200 Establishments or More: 1987**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For information on geographic areas followed by ▲, see appendix F]

1987 SIC code	Geographic area and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers				Other operating types	
						Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab- lish- ments (number)	Sales (\$1,000)
	NATRONA COUNTY (Coextensive with Casper, WY MSA; see table 8.)										



Table 8. Summary Statistics for Metropolitan Statistical Areas: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For definitions of CMSA's, MSA's, and PMSA's, see appendix D.]

1987 SIC code	Geographic area and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers				Other operating types	
						Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab- lish- ments (number)	Sales (\$1,000)
	CASPER, WY MSA										
	Wholesale trade .....	276	776 576	44 033	1 947	211	611 430	33 660	1 564	65	165 146
50	Durable goods .....	216	298 167	33 610	1 461	168	(D)	(D)	(D)	48	(D)
501	Motor vehicles and motor vehicle parts and supplies .....	28	35 202	3 055	210	27	(D)	(D)	(D)	1	(D)
502	Furniture and home furnishings .....	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	(D)
503	Lumber and other construction materials .....	10	(D)	(D)	(D)	8	(D)	(D)	(D)	2	(D)
504	Professional and commercial equipment and supplies .....	15	10 958	2 116	113	13	(D)	(D)	(D)	2	(D)
505	Metals and minerals, except petroleum .....	8	(D)	(D)	(D)	6	(D)	(D)	(D)	2	(D)
506	Electrical goods .....	18	27 712	1 845	112	14	(D)	(D)	(D)	4	(D)
507	Hardware, and plumbing and heating equipment and supplies .....	13	7 925	878	56	13	7 925	878	56	-	(D)
508	Machinery, equipment, and supplies .....	114	190 330	22 564	838	78	143 936	17 152	646	36	46 394
509	Miscellaneous durable goods .....	8	(D)	(D)	(D)	7	(D)	(D)	(D)	1	(D)
51	Nondurable goods .....	60	478 409	10 423	486	43	(D)	(D)	(D)	17	(D)
511	Paper and paper products .....	3	2 601	443	21	2	(D)	(D)	(D)	1	(D)
512	Drugs, drug proprietaries, and druggists' sundries ..	-	-	-	-	-	-	-	-	-	-
513	Apparel, piece goods, and notions .....	-	-	-	-	-	-	-	-	-	-
514	Groceries and related products .....	9	16 038	1 244	55	4	(D)	(D)	(D)	5	(D)
515	Farm-product raw materials .....	-	-	-	-	-	-	-	-	-	-
516	Chemicals and allied products .....	18	52 552	4 375	184	12	(D)	(D)	(D)	6	(D)
517	Petroleum and petroleum products .....	15	390 760	3 031	159	13	(D)	(D)	(D)	2	(D)
518	Beer, wine, and distilled alcoholic beverages .....	9	13 497	971	40	7	(D)	(D)	(D)	2	(D)
519	Miscellaneous nondurable goods .....	6	2 961	359	27	5	(D)	(D)	(D)	1	(D)
	CHEYENNE, WY MSA										
	Wholesale trade .....	116	198 175	14 809	793	103	188 364	13 639	744	13	9 811
50	Durable goods .....	66	95 041	8 394	464	64	(D)	(D)	(D)	2	(D)
501	Motor vehicles and motor vehicle parts and supplies .....	9	8 085	1 239	91	9	8 085	1 239	91	-	(D)
502	Furniture and home furnishings .....	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	(D)
503	Lumber and other construction materials .....	11	(D)	(D)	(D)	10	(D)	(D)	(D)	1	(D)
504	Professional and commercial equipment and supplies .....	13	9 837	1 957	108	13	9 837	1 957	108	-	(D)
505	Metals and minerals, except petroleum .....	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	(D)
506	Electrical goods .....	7	4 893	533	32	7	4 893	533	32	-	(D)
507	Hardware, and plumbing and heating equipment and supplies .....	7	8 319	449	31	7	8 319	449	31	-	(D)
508	Machinery, equipment, and supplies .....	13	11 877	1 917	93	12	(D)	(D)	(D)	1	(D)
509	Miscellaneous durable goods .....	4	(D)	(D)	(D)	4	(D)	(D)	(D)	-	(D)
51	Nondurable goods .....	50	103 134	6 415	329	39	(D)	(D)	(D)	11	(D)
511	Paper and paper products .....	4	(D)	(D)	(D)	3	(D)	(D)	(D)	1	(D)
512	Drugs, drug proprietaries, and druggists' sundries ..	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	(D)
513	Apparel, piece goods, and notions .....	-	-	-	-	-	-	-	-	-	(D)
514	Groceries and related products .....	6	5 800	708	35	4	(D)	(D)	(D)	2	(D)
515	Farm-product raw materials .....	6	8 694	250	19	6	8 694	250	19	-	(D)
516	Chemicals and allied products .....	7	5 133	941	39	2	(D)	(D)	(D)	5	(D)
517	Petroleum and petroleum products .....	10	37 318	1 772	93	9	(D)	(D)	(D)	1	(D)
518	Beer, wine, and distilled alcoholic beverages .....	5	(D)	(D)	(D)	5	(D)	(D)	(D)	-	(D)
519	Miscellaneous nondurable goods .....	11	(D)	(D)	(D)	9	(D)	(D)	(D)	2	(D)

Table 9. Summary Statistics for the Area Outside Metropolitan Statistical Areas: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For definitions of CMSA's, MSA's, and FMSA's, see appendix D]

1987 SIC code	Kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers				Other operating types	
						Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab- lish- ments (number)	Sales (\$1,000)
	Wholesale trade -----	632	1 249 937	66 782	3 629	555	976 675	58 171	3 199	77	273 262
50	Durable goods -----	329	278 821	35 498	1 743	292	240 691	31 133	1 604	37	38 130
501	Motor vehicles and motor vehicle parts and supplies -----	72	60 128	10 440	516	72	60 128	10 440	516	-	-
5012	Automobiles and other motor vehicles -----	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
5013	Motor vehicle supplies and new parts -----	58	40 996	7 451	362	58	40 996	7 451	362	-	-
5014	Tires and tubes -----	7	15 511	2 405	103	7	15 511	2 405	103	-	-
5015	Motor vehicle parts, used -----	6	(D)	(D)	(D)	6	(D)	(D)	(D)	-	-
502	Furniture and home furnishings -----	4	1 405	197	13	4	1 405	197	13	-	-
5021	Furniture -----	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	-
5023	Home furnishings -----	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
503	Lumber and other construction materials -----	11	9 755	838	44	9	(D)	(D)	(D)	2	(D)
5031	Lumber, plywood, millwork, and wood panels -----	5	(D)	(D)	(D)	3	(D)	(D)	(D)	2	(D)
5032	Brick, stone, and related construction materials -----	4	(D)	(D)	(D)	4	(D)	(D)	(D)	-	-
5033	Roofing, siding, and insulation materials -----	-	-	-	-	-	-	-	-	-	-
5039	Construction materials, n.e.c. -----	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
504	Professional and commercial equipment and supplies -----	16	5 252	758	54	15	(D)	(D)	(D)	1	(D)
5043	Photographic equipment and supplies -----	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
5044	Office equipment -----	8	2 400	420	32	8	2 400	420	32	-	-
5045	Computers and computer peripheral equipment and software -----	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
5046	Commercial equipment, n.e.c. -----	1	(D)	(D)	(D)	-	-	-	-	1	(D)
5047	Medical, dental, and hospital equipment and supplies -----	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
5048	Ophthalmic goods -----	-	-	-	-	-	-	-	-	-	-
5049	Professional equipment and supplies, n.e.c. -----	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
505	Metals and minerals, except petroleum -----	12	19 931	3 146	111	11	(D)	(D)	(D)	1	(D)
5051	Metals service centers and offices -----	9	(D)	(D)	(D)	9	(D)	(D)	(D)	-	-
5052	Coal and other minerals and ores -----	3	(D)	(D)	(D)	2	(D)	(D)	(D)	1	(D)
506	Electrical goods -----	21	19 214	1 872	89	20	(D)	(D)	(D)	1	(D)
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	12	16 555	1 225	55	12	16 555	1 225	55	-	-
5064	Electrical appliances, television and radio sets -----	-	-	-	-	-	-	-	-	-	-
5065	Electronic parts and equipment, n.e.c. -----	9	2 659	647	34	8	(D)	(D)	(D)	1	(D)
507	Hardware, and plumbing and heating equipment and supplies -----	14	6 934	666	43	14	6 934	666	43	-	-
5072	Hardware -----	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	-
5074	Plumbing and heating equipment and supplies (hydronics) -----	9	5 481	502	33	9	5 481	502	33	-	-
5075	Warm air heating and air-conditioning equipment and supplies -----	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
5078	Refrigeration equipment and supplies -----	-	-	-	-	-	-	-	-	-	-
508	Machinery, equipment, and supplies -----	160	143 374	15 458	706	130	(D)	(D)	(D)	30	(D)
5082	Construction and mining (except petroleum) machinery and equipment -----	16	29 628	3 035	96	15	(D)	(D)	(D)	1	(D)
5083	Farm and garden machinery and equipment -----	32	32 315	3 715	239	31	(D)	(D)	(D)	1	(D)
5084	Industrial machinery and equipment -----	78	59 594	5 633	227	51	(D)	(D)	(D)	27	(D)
5085	Industrial supplies -----	27	18 775	2 722	120	26	(D)	(D)	(D)	1	(D)
5087	Service establishment equipment and supplies -----	7	3 062	353	24	7	3 062	353	24	-	-
5088	Transportation equipment and supplies, except motor vehicles -----	-	-	-	-	-	-	-	-	-	-
509	Miscellaneous durable goods -----	19	12 828	2 123	167	17	(D)	(D)	(D)	2	(D)
5091	Sporting and recreational goods and supplies -----	7	(D)	(D)	(D)	6	(D)	(D)	(D)	1	(D)
5092	Toys and hobby goods and supplies -----	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
5093	Scrap and waste materials -----	4	(D)	(D)	(D)	4	(D)	(D)	(D)	-	-
5094	Jewelry, watches, precious stones, and precious metals -----	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
5099	Durable goods, n.e.c. -----	6	(D)	(D)	(D)	5	(D)	(D)	(D)	1	(D)
51	Nondurable goods -----	303	971 116	31 284	1 886	263	735 984	27 038	1 595	40	235 132
511	Paper and paper products -----	17	(D)	(D)	(D)	17	(D)	(D)	(D)	-	-
5111	Printing and writing paper -----	-	-	-	-	-	-	-	-	-	-
5112	Stationery and office supplies -----	17	(D)	(D)	(D)	17	(D)	(D)	(D)	-	-
5113	Industrial and personal service paper -----	-	-	-	-	-	-	-	-	-	-
512	Drugs, drug proprietaries, and druggists' sundries -----	5	(D)	(D)	(D)	5	(D)	(D)	(D)	-	-
5122	Drugs, drug proprietaries, and druggists' sundries -----	5	(D)	(D)	(D)	5	(D)	(D)	(D)	-	-
513	Apparel, piece goods, and notions -----	4	(D)	(D)	(D)	4	(D)	(D)	(D)	-	-
5131	Piece goods, notions, and other dry goods -----	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
5136	Men's and boys' clothing and furnishings -----	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
5137	Women's, children's and infants' clothing and accessories -----	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
5139	Footwear -----	-	-	-	-	-	-	-	-	-	-
514	Groceries and related products -----	42	74 512	6 192	313	32	(D)	(D)	(D)	10	(D)
5141	Groceries, general line -----	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	-
5142	Packaged frozen foods -----	4	(D)	(D)	(D)	4	(D)	(D)	(D)	-	-
5143	Dairy products, except dried or canned -----	8	(D)	(D)	(D)	5	(D)	(D)	(D)	3	(D)
5144	Poultry and poultry products -----	-	-	-	-	-	-	-	-	-	-
5145	Confectionery -----	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-



Table 9. Summary Statistics for the Area Outside Metropolitan Statistical Areas: 1987—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For definitions of CMSA's, MSA's, and PMSA's, see appendix D.]

1987 SIC code	Kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers			Other operating types		
						Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab- lish- ments (number)	Sales (\$1,000)
51	Nondurable goods—Con.										
514	Groceries and related products—Con.										
5146	Fish and seafoods -----	-	-	-	-	-	-	-	-	-	-
5147	Meats and meat products -----	5	(D)	(D)	(D)	5	(D)	(D)	(D)	-	-
5148	Fresh fruits and vegetables -----	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
5149	Groceries and related products, n.e.c. -----	19	49 424	4 325	216	12	(D)	(D)	(D)	7	(D)
515	Farm-product raw materials -----	23	(D)	(D)	(D)	18	(D)	(D)	(D)	5	(D)
5153	Grain and field beans -----	12	(D)	(D)	(D)	12	(D)	(D)	(D)	-	-
5154	Livestock -----	7	99 748	850	126	2	(D)	(D)	(D)	5	(D)
5159	Farm-product raw materials, n.e.c. -----	4	(D)	(D)	(D)	4	(D)	(D)	(D)	-	-
516	Chemicals and allied products -----	44	25 009	2 755	122	27	(D)	(D)	(D)	17	(D)
5162	Plastics materials and basic forms and shapes -----	1	(D)	(D)	(D)	-	-	-	-	1	(D)
5169	Chemicals and allied products, n.e.c. -----	43	(D)	(D)	(D)	27	(D)	(D)	(D)	16	(D)
517	Petroleum and petroleum products -----	94	658 895	10 387	599	89	(D)	(D)	(D)	5	(D)
5171	Petroleum bulk stations and terminals -----	78	(D)	(D)	(D)	73	(D)	(D)	(D)	5	(D)
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals -----	16	(D)	(D)	(D)	16	(D)	(D)	(D)	-	-
518	Beer, wine, and distilled alcoholic beverages -----	22	(D)	(D)	(D)	21	(D)	(D)	(D)	1	(D)
5181	Beer and ale -----	21	(D)	(D)	(D)	21	(D)	(D)	(D)	-	-
5182	Wine and distilled alcoholic beverages -----	1	(D)	(D)	(D)	-	-	-	-	1	(D)
519	Miscellaneous nondurable goods -----	52	(D)	(D)	(D)	50	(D)	(D)	(D)	2	(D)
5191	Farm supplies -----	40	33 247	3 078	214	40	33 247	3 078	214	-	-
5192	Books, periodicals, and newspapers -----	-	-	-	-	-	-	-	-	-	-
5193	Flowers, nursery stock, and florists' supplies -----	-	-	-	-	-	-	-	-	-	-
5194	Tobacco and tobacco products -----	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	-
5198	Paints, varnishes, and supplies -----	3	(D)	(D)	(D)	1	(D)	(D)	(D)	2	(D)
5199	Nondurable goods, n.e.c. -----	6	(D)	(D)	(D)	6	(D)	(D)	(D)	-	-

Table 10. Places With 2,500 Inhabitants or More Ranked by Volume of Sales: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For information on geographic areas followed by ▲, see appendix F.]

Geographic area	Rank <sup>1</sup>	Sales (\$1,000)	Cumulative		Geographic area	Rank <sup>1</sup>	Sales (\$1,000)	Cumulative	
			Sales (\$1,000)	Percent of State total				Sales (\$1,000)	Percent of State total
Wyoming	(X)	2 224 688	2 224 688	100.0	Wyoming—Con.				
Casper	1	647 494	647 494	29.1	Kemmerer	13	3 034	1 470 288	66.1
Gillette	2	358 542	1 006 036	45.2	Glenrock	14	-	1 470 288	66.1
Cheyenne	3	173 691	1 179 727	53.0	Buffalo	(X)	(D)	(X)	(X)
Torrington	4	71 950	1 251 677	56.3	Douglas	(X)	(D)	(X)	(X)
Rock Springs	5	71 914	1 323 591	59.5	Jackson	(X)	(D)	(X)	(X)
Sheridan	6	56 428	1 380 019	62.0	Lander	(X)	(D)	(X)	(X)
Evanston	7	22 861	1 402 880	63.1	Laramie	(X)	(D)	(X)	(X)
Powell	8	22 194	1 425 074	64.1	Newcastle	(X)	(D)	(X)	(X)
Cody	9	17 831	1 442 905	64.9	Riverton	(X)	(D)	(X)	(X)
Rawlins	10	16 621	1 459 526	65.6	Thermopolis	(X)	(D)	(X)	(X)
Evansville	11	4 496	1 464 022	65.8	Wheatland	(X)	(D)	(X)	(X)
Green River	12	3 232	1 467 254	66.0	Worland	(X)	(D)	(X)	(X)

<sup>1</sup>Places with suppressed sales (if applicable) are listed at end of table rather than by rank to avoid disclosing data for individual companies.



**Table 11. Counties Ranked by Volume of Sales: 1987**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For information on geographic areas followed by ▲, see appendix F]

Geographic area	Rank <sup>1</sup>	Sales (\$1,000)	Cumulative		Geographic area	Rank <sup>1</sup>	Sales (\$1,000)	Cumulative	
			Sales (\$1,000)	Percent of State total				Sales (\$1,000)	Percent of State total
<b>Wyoming</b> .....	<b>(X)</b>	<b>2 224 688</b>	<b>2 224 688</b>	<b>100.0</b>	<b>Wyoming—Con.</b>				
Natrona .....	1	776 576	776 576	34.9	Big Horn .....	13	17 436	1 990 993	89.5
Campbell .....	2	369 110	1 145 686	51.5	Lincoln .....	14	17 175	2 008 168	90.3
Laramie .....	3	198 175	1 343 861	60.4	Platte .....	15	15 769	2 023 937	91.0
Sweetwater .....	4	195 446	1 539 307	69.2	Teton .....	16	15 695	2 039 632	91.7
Sheridan .....	5	93 062	1 632 369	73.4	Converse .....	17	11 729	2 051 361	92.2
Goshen .....	6	88 479	1 720 848	77.4	Crook .....	18	7 720	2 059 081	92.6
Fremont .....	7	83 264	1 804 112	81.1	Hot Springs .....	(X)	(D)	(X)	(X)
Washakie .....	8	47 233	1 851 345	83.2	Johnson .....	(X)	(D)	(X)	(X)
Park .....	9	45 995	1 897 340	85.3	Niobrara .....	(X)	(D)	(X)	(X)
Uinta .....	10	34 886	1 932 226	86.9	Sublette .....	(X)	(D)	(X)	(X)
Albany .....	11	22 874	1 955 100	87.9	Weston .....	(X)	(D)	(X)	(X)
Carbon .....	12	18 457	1 973 557	88.7					

<sup>1</sup>Counties with suppressed sales (if applicable) are listed at end of table rather than by rank to avoid disclosing data for individual companies.

# APPENDIX A.

## General Explanation

### CENSUS COVERAGE AND METHODOLOGY

**Structure and method of enumeration**—All wholesale firms that had at least one quarter of payroll in 1987 were included in the census of wholesale trade and were mailed either a regular census form or a short form designed to collect basic data and classification information only. The coverage and the method of obtaining census information from each follow:

1. Large companies, i.e., all multiunit firms and all single unit firms above the payroll size cutoff established to separate large from small employers, and a 10-percent sample of the small employers were mailed the appropriate 1987 Census of Distributive Trades establishment report forms. Although the payroll cutoff varied by kind of business, small employers generally included firms with one to three employees and represented about 10 percent of total wholesale sales. For the large companies, a report of company organization is conducted periodically to identify firms which operated establishments at more than one location and to obtain information on payroll and mid-March employment at each location. The 1986 Report of Company Organization was used as a coverage check in the census. In the census mailing package containing the appropriate 1987 questionnaires, multiestablishment firms also were sent a form to use in updating the list of establishments with those opened since 1986.
2. Small companies other than those included in the 10-percent sample described above were mailed the short forms, which did not include questions on sales by commodity lines and employment by principal activity.

**Method of classifying kinds of business**—Establishments receiving the regular census forms were classified on the basis of their answers to questions on sales by commodity lines and other inquiries. Those that received short forms were classified on the basis of their self-designation and answers to other inquiries.

### COMPARABILITY OF THE 1982 AND 1987 CENSUSES

The 1982 and 1987 censuses were conducted under similar conditions and procedures except for the following:

**Classifications**—In 1982, classifications were based on the 1972 Standard Industrial Classification (SIC) Manual and its 1977 Supplement. For 1987, classifications are based on the 1987 SIC Manual.<sup>1</sup> There are major revisions to the SIC structure for 1987 which limit the comparability of data between the 1982 and 1987 censuses. The kinds of business involving the most significant changes for wholesale trade are within SIC major groups 501, 503, 504, 506, 508, 509, 513, 515, 516, and 519. These changes are described in detail in the "Kind-of-Business Classifications" section below and in appendix H.

It was not possible to retabulate 1982 data based on the revised 1987 classifications for comparative purposes since, in many cases, the necessary information was not available for assigning the new 1987 classifications to the 1982 records. However, 1987 census records were assigned both a 1987 and 1982 census classification. Census data for 1987 are presented based on the 1987 classifications for all geographic areas included in this publication (see "Geographic Areas Covered" in the Introduction). In addition, data for the United States and each State are presented for both 1987 and 1982 based on the 1972 classifications in tables 3 and 4 of this publication.

**Geographic areas**—The boundaries of a number of areas for which data are shown in the 1987 census are not the same as in the 1982 census because of annexations; other boundary changes; and redefinitions of previously defined standard metropolitan statistical areas (SMSA's) and standard consolidated statistical areas (SCSA's) into metropolitan statistical areas (MSA's), primary metropolitan statistical areas (PMSA's), and consolidated metropolitan statistical areas (CMSA's).<sup>2</sup>

**Establishments**—In 1982 and prior censuses, the count of establishments (defined below) represented the number

<sup>1</sup>Standard Industrial Classification Manual: 1987. For sale by Superintendent of Documents, U.S. Government Printing Office, Washington, DC 20402. Stock No. 041-001-00314-2.

<sup>2</sup>Newly defined metropolitan statistical areas (MSA's) and also certain terminology changes were announced by the Office of Management and Budget (OMB) effective June 30, 1983. The previous term "standard metropolitan statistical area" was shortened to metropolitan statistical area. If an area has more than 1 million population and meets certain other specified requirements, it now is termed a "consolidated metropolitan statistical area" (CMSA) and consists of major components recognized as "primary metropolitan statistical areas" (PMSA's). Many of these PMSA's were formerly recognized as SMSA's and the majority were also included in standard consolidated statistical areas defined by OMB beginning in 1975, each of which consisted of two or more closely associated SMSA's. Metropolitan areas not included in CMSA's are designated simply as metropolitan statistical areas (MSA's).



in business at the end of the year. For 1987, the count of establishments in this publication represents those in business at any time during 1987.

A comparison of the number of establishments in business at the end of the year versus the number active any time during the year for the State as a whole is presented in appendix G.

## EXPLANATION OF TERMS

**Establishments**—An establishment is a single physical location at which business is conducted. It is not necessarily identical with a company or enterprise, which may consist of one establishment or more. Census of wholesale trade figures represent a summary of reports for individual establishments rather than companies. For cases where a census report was received, separate information was obtained for each location where business was conducted. When administrative records of other Federal agencies were used instead of a census report, no information was available on the number of locations operated. Estimates of this number were derived from a sample and will be provided in the wholesale trade report, Miscellaneous Subjects (WC87-S-4). Each wholesale establishment was tabulated according to the physical location at which the business was conducted. The count of establishments in this publication represents the number in business at any time during the year.

When two activities or more were carried on at a single location under a single ownership, all activities generally were grouped together as a single establishment. The entire establishment was classified on the basis of its major activity and all data for it were included in that classification. However, when distinct and separate economic activities (for which different industry classification codes were appropriate) were conducted under the same ownership at a single location, and when conditions prescribed by the SIC manual for recognizing the existence of more than one establishment were met, separate establishment reports for each of the different activities were obtained in the census.

**Firms**—A firm is a business organization or entity consisting of one domestic establishment (location) or more under common ownership or control. All establishments of subsidiary firms are included as part of the owning or controlling firm. For the economic censuses, the terms "firm" and "company" are synonymous.

**Sales**—Sales include merchandise sold for cash or credit at wholesale and retail by establishments primarily engaged in wholesale trade; receipts from rental or leasing of vehicles, equipment, instruments, tools, etc.; receipts for delivery, installation, maintenance, repair, alteration, storage, and other services; and gasoline, liquor, tobacco, and other excise taxes which are paid by the manufacturer and passed on to the wholesaler.

Sales are net after deductions for refunds and allowances for merchandise returned by customers. Trade-in allowances are not deducted from total sales. Total sales do not include carrying or other credit charges; sales (or other) taxes collected from customers and forwarded to taxing authorities; and nonoperating income from such sources as investments, rental or sale of real estate, etc.

Sales in this report do not include wholesale sales made by manufacturers, retailers, service establishments, or other businesses whose primary activity is other than wholesale trade. They do include receipts other than from the sale of merchandise at wholesale, e.g., service receipts, retail sales, etc., by establishments primarily engaged in wholesale trade.

Sales figures include sales of all establishments in business at any time during the year. Sales shown for agents and brokers represented the value of the goods involved in the transactions rather than the commissions received or earnings.

**Annual payroll**—Payroll includes all forms of compensation such as salaries, wages, commissions, bonuses, vacation allowances, sick-leave pay, and the value of payments in kind (e.g., free meals and lodgings) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; for unincorporated businesses, it does not include profit or other compensation of proprietors or partners. Payroll is reported before deductions for social security, income tax, insurance, union dues, etc. This definition of payroll is the same as that used by the IRS on form 941.

**First quarter payroll**—This item consists of payroll, as defined above, paid to persons employed at any time during the quarter January to March 1987.

**Paid employees for pay period including March 12**—Paid employees consist of the full-time and part-time employees, including salaried officers and executives of corporations, who were on the payroll in the pay period including March 12. Included are employees on paid sick leave, paid holidays, and paid vacations; not included are proprietors and partners of unincorporated businesses. The definition of paid employees is the same as that used on IRS form 941.

**1987 and 1986 inventories**—Inventories consist of stocks of merchandise for sale at the end of 1987 and 1986. They were reported on an ownership basis; all merchandise owned by reporting establishments is included, even though some may be held by others for sale on consignment. Goods held by the reporting establishment, but owned by others, are not included. Data for 1987 and 1986 inventories LIFO composition will be published in the 1987 Census of Wholesale Trade Miscellaneous Subjects report (WC87-S-4).



**Operating expenses**—Operating expenses include payroll as well as overhead expenses of the establishment. They do not include the cost of goods sold or income or excise taxes, or withdrawals by proprietors or partners of unincorporated businesses.

**Auxiliary establishments**— Each company included in the census was asked to identify and report separately those auxiliary locations whose primary functions were to manage, administer, service, or support the activities of the other establishments of the company. Data in this report do not include auxiliary establishments. Data for auxiliaries are presented for more detailed industry breakdowns in a subsequent report issued as part of the 1987 Enterprise Statistics reports.

## KIND-OF-BUSINESS CLASSIFICATIONS

Wholesale trade, major groups 50 and 51 in the 1987 SIC manual, includes establishments primarily engaged in selling merchandise to retailers; to industrial, commercial, institutional, farm, or professional business users; or to other wholesalers; or acting as agents or brokers in buying merchandise for or selling merchandise to such persons or companies.

The principal types of establishments included are:

1. Merchant wholesalers who take title to the goods they sell, such as wholesale merchants or jobbers, industrial distributors, voluntary group wholesalers, drop shippers, retailer cooperative warehouses, terminal elevators, and cooperative buying associations.
2. Manufacturers' sales branches and sales offices (but not retail stores) maintained by manufacturing or mining enterprises apart from their plants or mines for the purpose or marketing their products.
3. Agents, brokers, and commission merchants who buy or sell products owned by others on a commission or agency basis.

Establishments primarily engaged in the wholesale distribution of used products are classified on the basis of the product sold. Establishments primarily engaged in selling merchandise to contractors are included in wholesale trade, with the exception of lumber yards and paint, glass, and wallpaper stores. These exceptions are classified in retail trade if they sell to the general public, even if a higher proportion of their sales is made to contractors.

Establishments covered by the census were assigned kind-of-business classifications according to the industry classifications defined in the 1972 and 1987 SIC Manuals. Establishments were classified into 1972 SIC based kinds-of-business that were detailed enough to provide a direct conversion to a 1987 SIC based kind of business. Each establishment, therefore, has both a 1972 and a 1987 SIC based kind of business which greatly simplifies tabulations

of bridge tables and comparison tables in this publication. All other State tables and all substate geographic tables use the 1987 SIC based classifications.

Kind-of-business classifications are not interchangeable with commodity classifications, because most businesses sell several kinds of commodities. The kind-of-business code assigned generally reflects either the individual commodity or the commodity group which is the primary source of the establishment's receipts, or some mixture of commodities which characterizes the establishment's business. Thus, the classification of establishments by kind of business does not make it possible to determine either the number of establishments handling a particular commodity or the sales of that commodity. For example, the groceries and related products classification excludes establishments selling food if the sale of food is not the primary source of receipts; moreover, even though establishments are classified as groceries and related products, some of their receipts may be derived from the sale of nonfood products. Information on the extent to which commodities are handled by different kinds of business is available in the 1987 Census of Wholesale Trade report, Commodity Line Sales (WC87-S-3). Descriptions of the 1987 Census of Wholesale Trade kind-of-business classifications follow:

### Durable Goods (SIC Major Group 50)

This major group includes establishments primarily engaged in the wholesale distribution of durable goods.

### Motor vehicles and motor vehicle parts and supplies (SIC 501)

**Automobiles and other motor vehicles (SIC 5012)**—Establishments primarily engaged in the wholesale distribution of new and used passenger automobiles, trucks, trailers, and other motor vehicles, including motorcycles, motor homes, and snowmobiles. Automobile distributors primarily engaged in selling at retail to individual customers for personal use, and also selling a limited amount of new and used passenger automobiles and trucks at wholesale, are classified in Retail Trade, Industry 5511.

SIC 5012 is subdivided in some tables into—

1. Automobiles and motorcycles
2. Buses and recreational vehicles
3. Light trucks (14,000 lb or less)
4. Medium and heavy trucks (Over 14,000 lb)

**Motor vehicle supplies and new parts (SIC 5013)**—Establishments primarily engaged in the wholesale distribution of motor vehicle supplies, accessories, tools, and equipment; and new motor vehicle parts.

SIC 5013 is subdivided in some tables into—

1. Motor vehicle supplies and new parts—warehouse distributors



- a. Motor vehicle supplies and new parts—warehouse distributors (without machine shop).
- b. Motor vehicle supplies and new parts—warehouse distributors (with machine shop).
2. Motor vehicle supplies and new parts—jobbers
  - a. Motor vehicle supplies and new parts—jobbers (without machine shop).
  - b. Motor vehicle supplies and new parts—jobbers (with machine shop).
3. Petroleum products marketing equipment

**Tires and tubes (SIC 5014)**—Establishments primarily engaged in the wholesale distribution of tires and tubes for passenger and commercial vehicles.

**Motor vehicle parts, used (SIC 5015)**—Establishments primarily engaged in the distribution at wholesale or retail of used motor vehicle parts. This industry includes establishments primarily engaged in dismantling motor vehicles for the purpose of selling parts. Establishments primarily engaged in dismantling motor vehicles for scrap are classified in Industry 5093.

## **Furniture and homefurnishings (SIC 502)**

**Furniture (SIC 5021)**—Establishments primarily engaged in the wholesale distribution of furniture, including bed-springs, mattresses, and other household furniture; office furniture; and furniture for public parks and buildings. Establishments primarily engaged in the wholesale distribution of partitions, shelving, lockers, and store fixtures are classified in Industry 5046.

SIC 5021 is subdivided in some tables into—

1. Household and lawn furniture.
2. Office and business furniture.

**Homefurnishings (SIC 5023)**—Establishments primarily engaged in the wholesale distribution of homefurnishings and housewares, including antiques; china; glassware and earthenware; lamps (including electric), curtains and draperies; linens and towels; and carpets, linoleum, and all other types of hard and soft surface floor coverings. Establishments primarily engaged in the wholesale distribution of other electrical household goods are classified in Industry 5064, and those distributing precious metal flatware are classified in Industry 5094.

SIC 5023 is subdivided in some tables into—

1. Household china, glassware, and crockery.
2. Linens, domestics, draperies and curtains.
3. Floor coverings.
4. Other homefurnishings.

## **Lumber and other construction materials (SIC 503)**

**Lumber, plywood, millwork and wood panels (SIC 5031)**—Establishments, with or without yards, primarily engaged in the wholesale distribution of rough, dressed, and finished lumber (but not timber); plywood; reconstituted wood fiber products; doors and windows and their frames (all materials); wood fencing; and other wood or metal millwork.

SIC 5031 is subdivided in some tables into—

1. Lumber—without yard.
2. Lumber—with yard.
3. Plywood, millwork, and wood panels

**Brick, Stone, and Related Construction Materials (SIC 5032)**—Establishments primarily engaged in the wholesale distribution of stone, cement, lime construction sand, and gravel; brick (except refractory); asphalt and concrete mixtures; and concrete, stone, and structural clay products (other than refractories). Distributors of industrial sand and of refractory materials are classified in Industry 5085. Establishments primarily engaged in producing ready-mixed concrete are classified in Manufacturing, Industry 3273.

**Roofing, Siding, and Insulation Materials (SIC 5033)**—Establishments primarily engaged in the wholesale distribution of roofing, siding (except wood), and insulation materials.

**Construction materials, n.e.c. (SIC 5039)**—Establishments primarily engaged in the wholesale distribution of mobile homes and of construction materials, not elsewhere classified, including prefabricated buildings and glass. Establishments selling construction materials to the general public and known as retail in the trade are classified in Retail Trade, Industry 5211. Establishments primarily engaged in marketing heavy structural metal products are classified in Industry 5051.

SIC 5039 is subdivided in some tables into—

1. Flat glass and other construction glass.
2. Other construction materials.

## **Professional and Commercial Equipment and Supplies (SIC 504)**

**Photographic equipment and supplies (SIC 5043)**—Establishments primarily engaged in the wholesale distribution of photographic equipment and supplies. Establishments primarily engaged in the wholesale distribution of photocopy, microfilm, and similar equipment are classified in Industry 5044.



**Office equipment (SIC 5044)**—Establishments primarily engaged in the wholesale distribution of office machines and related equipment, including photocopy and microfilm equipment and safes and vaults. These establishments frequently also sell office supplies. However, establishments primarily engaged in wholesaling most office supplies are classified in Industry Group 511. Establishments primarily engaged in wholesaling office furniture are classified in Industry Group 5021; and those wholesaling computers and peripheral equipment are classified in Industry 5045.

**Computers and computer peripheral equipment and software (SIC 5045)**—Establishments primarily engaged in the wholesale distribution of computers, computer peripheral equipment, and computer software. These establishments frequently also may sell related supplies, but establishments primarily engaged in wholesaling supplies are classified according to the individual product (for example, computer paper in Industry 5112). Establishments primarily engaged in the wholesale distribution of modems and other electronic communications equipment are classified in Industry 5065. Establishments primarily engaged in selling computers and computer peripheral equipment and software for other than business or professional use are classified in Retail Trade, Industry 5734.

SIC 5045 is subdivided in some tables into—

1. Computers and peripheral equipment (selling primarily to business customers).
2. Computer software (prepackaged, off-the-shelf).

**Commercial Equipment, n.e.c. (SIC 5046)**— Establishments primarily engaged in the wholesale distribution of commercial and related machines and equipment, not elsewhere classified, such as commercial cooking and food service equipment; partitions, shelving, lockers, and store fixtures; electrical signs; and balances and scales, except laboratory.

SIC 5046 is subdivided in some tables into—

1. Restaurant and hotel equipment and supplies.
2. Store machines and equipment.

**Medical, dental, and hospital equipment and supplies (SIC 5047)**— Establishments primarily engaged in the wholesale distribution of surgical and other medical instruments, apparatus, and equipment; dentist equipment; artificial limbs; operating room and hospital equipment; X-ray machines; and other electromedical equipment and apparatus used by physicians and in hospitals. Also included in this industry are establishments primarily engaged in the wholesale distribution of professional supplies used by medical and dental practitioners.

SIC 5047 is subdivided in some tables into—

1. Medical and hospital equipment
2. Dental supplies

**Ophthalmic Goods (SIC 5048)**—Establishments primarily engaged in the wholesale distribution of professional equipment and goods used, prescribed, or sold by ophthalmologists, optometrists, and opticians, including ophthalmic frames, lenses, and sunglass lenses.

**Professional equipment and supplies, n.e.c. (SIC 5049)**—Establishments primarily engaged in the wholesale distribution of professional equipment and supplies, not elsewhere classified, such as drafting instruments, laboratory equipment, and scientific instruments.

SIC 5049 is subdivided in some tables into—

1. Religious and school supplies.
2. Other professional equipment and supplies. Establishments primarily engaged in selling specialty lines of professional equipment and supplies not mentioned above, such as veterinarian equipment and supplies, drafting supplies, and scientific equipment.

## **Metals and minerals, except petroleum (SIC 505)**

**Metals service centers and offices (SIC 5051)**—Establishments primarily engaged in marketing semifinished metal products; except precious metals. Establishments in this industry may operate with warehouses (metals service centers) or without warehouses (metal sales offices). Establishments primarily engaged in marketing precious metals are classified in Industry 5092.

SIC 5051 is subdivided in some tables into—

1. Ferrous metals service centers and sales offices.
  - a. Ferrous metals service centers.
  - b. Ferrous metals sales offices.
2. Nonferrous metals service centers and sales offices.

**Coal and other minerals and ores (SIC 5052)**—Establishments primarily engaged in the wholesale distribution of coal and coke; copper, iron, lead, and other metallic ores, including precious metal ores; and crude nonmetallic minerals (including concentrates), except crude petroleum. Establishments primarily engaged in the wholesale distribution of nonmetallic minerals used in construction, such as sand and gravel, are classified in Industry 5032.

SIC 5052 is subdivided in some tables into—

1. Coal.
2. Other minerals and ores.

## **Electrical goods (SIC 506)**

This industry group includes establishments primarily engaged in the wholesale distribution of electrical generating, distributing, and wiring equipment. It also includes household appliances, whether electrically, manually, or



mechanically powered. This industry group does not include electrical commercial and industrial machines, in which electricity does the work directly, e.g., heating, turning a shaft, or ionizing a substance, or electrically powered commercial and industrial machines which are classified in Industry Group 504 or 508.

**Electrical apparatus and equipment, wiring supplies, and construction materials (SIC 5063)**—Establishments primarily engaged in the wholesale distribution of electrical power equipment for the generation, transmission, distribution, or control of electric energy; electrical construction materials for outside power transmission lines and for electrical systems and electric light fixtures and bulbs. Construction contractors primarily engaged in installing electrical systems and equipment from their own stock are classified in Construction, Industry 1731.

**Electrical appliances, television and radio sets (SIC 5064)**—Establishments primarily engaged in the wholesale distribution of radio and television receiving sets, other household electronic sound or video equipment, self-contained air-conditioning room units, and household electrical appliances. Also included are establishments primarily engaged in the wholesale distribution of household nonelectronic laundry equipment and refrigerators and freezers.

**Electronic parts and equipment, n.e.c. (SIC 5065)**—Establishments primarily engaged in the wholesale distribution of electronic parts and electronic communications equipment, not elsewhere classified, such as telephone and telegraph equipment; radio and television broadcasting and communications equipment; and intercommunications equipment. Establishments primarily engaged in the wholesale distribution of radio and television receiving sets, phonographs, and other household sound or video equipment are classified in Industry 5064.

### **Hardware, and plumbing and heating equipment and supplies (SIC 507)**

**Hardware (SIC 5072)**—Establishments primarily engaged in the wholesale distribution of cutlery and general hardware, including hand saws; saw blades; brads, staples, and tacks; and bolts, nuts, rivets, and screws. Establishments primarily engaged in the wholesale distribution of nails, noninsulated wire, and screening are classified in Industry 5051.

**Plumbing and heating equipment and supplies (hydronics) (SIC 5074)**—Establishments primarily engaged in the wholesale distribution of hydronic plumbing and heating equipment and supplies. Construction contractors primarily engaged in installing plumbing and heating equipment from their own stock are classified in Construction, Industry 1711.

**Warm air heating and air-conditioning equipment and supplies (SIC 5075)**—Establishments primarily engaged in the wholesale distribution of warm air heating and air-conditioning equipment and supplies. Construction contractors primarily engaged in installing warm air heating and air-conditioning equipment are classified in Construction, Industry 1711.

**Refrigeration equipment and supplies (SIC 5078)**—Establishments primarily engaged in the wholesale distribution of refrigeration equipment and supplies. Construction contractors primarily engaged in installation of refrigeration equipment from their own stock are classified in Construction, Industry 1711.

### **Machinery, equipment, and supplies (SIC 508)**

**Construction and mining (except petroleum) machinery and equipment (SIC 5082)**—Establishments primarily engaged in the wholesale distribution of construction or mining cranes, excavating machinery and equipment, power shovels, road construction and maintenance machinery, tractor-mounting equipment, and other specialized machinery and equipment used in the construction, mining, and logging industries. Establishments engaged in marketing oil well machinery and equipment are classified in Industry 5084.

**Farm and garden machinery and equipment (SIC 5083)**—Establishments primarily engaged in the wholesale distribution of agricultural machinery and equipment for use in preparation and maintenance of the soil, the planting and harvesting of crops, and other operations and processes pertaining to work on the farm or the lawn or garden; and dairy and other livestock equipment.

SIC 5083 is subdivided in some tables into—

1. Farm machinery and equipment—farm dealers.
2. Farm machinery and equipment—wholesale distributors.
3. Lawn and garden machinery and equipment.

**Industrial machinery and equipment (SIC 5084)**—Establishments primarily engaged in the wholesale distribution of industrial machinery and equipment, not elsewhere classified.

SIC 5084 is subdivided in some tables into—

1. Food-processing machinery, equipment, and parts.
2. General-purpose industrial machinery, equipment, and parts.
3. Metalworking machinery, equipment, and parts.
4. Materials handling equipment and parts.
5. Oil well, oil refinery, and pipeline machinery, equipment, and supplies.



6. Other industrial machinery, equipment, and parts. Establishments primarily engaged in selling special purpose industrial machinery not elsewhere classified, including printing machinery, woodworking machinery, shoemaking machinery, paper and paper products machinery, smelting and metal refining machinery and equipment, cigar and cigarette-making machinery, and similar special industry machinery.

**Industrial supplies (SIC 5085)**— Establishments primarily engaged in the wholesale distribution of industrial supplies, not elsewhere classified.

SIC 5085 is subdivided in some tables into—

1. General-line industrial supplies.
2. Mechanical power transmission supplies.
3. Industrial valves and fittings.
4. Welding supplies.
5. Industrial containers and supplies.
6. Other industrial supplies—Establishments primarily engaged in selling a specialty line of industrial materials and supplies not elsewhere classified, such as abrasives, mechanical rubber goods, ropes, cordage, and industrial diamonds.

**Service establishment equipment and supplies (SIC 5087)**—Establishments primarily engaged in the wholesale distribution of equipment and supplies for barber shops, beauty parlors, power laundries, drycleaning plants, upholsterers, undertakers, and related personal service establishments.

SIC 5087 is subdivided in some tables into—

1. Beauty and barber equipment and supplies.
2. Custodial (janitors') equipment and supplies.
3. Laundry and drycleaning equipment and supplies.
4. Other service establishment equipment and supplies—Establishments primarily engaged in selling a specialty line of service establishment supplies, such as upholsterers' equipment and supplies, seamstresses' supplies, tailors' supplies, undertakers' supplies, municipality equipment and supplies, and shoe repair supplies.

**Transportation equipment and supplies, except motor vehicles (SIC 5088)**—Establishments primarily engaged in the wholesale distribution of transportation equipment and supplies. Establishments primarily engaged in the wholesale distribution of motor vehicles and motor vehicle parts are classified in Industry Group 501, and those distributing pleasure boats are classified in Industry 5091.

SIC 5088 is subdivided in some tables into—

1. Aircraft and aeronautical equipment and supplies.
2. Marine machinery, equipment, and supplies.

3. Other transportation equipment and supplies—Establishments primarily engaged in selling equipment and supplies used in the operation, maintenance, and repair of railroads, streetcars, buses, tramways, aerial hoists, and horsedrawn vehicles.

## **Miscellaneous durable goods (SIC 509)**

**Sporting and Recreational Goods and Supplies (SIC 5091)**—Establishments primarily engaged in the wholesale distribution of sporting goods and accessories; billiard and pool supplies; sporting firearms and ammunition; and marine pleasure craft, equipment and supplies. Establishments primarily engaged in the wholesale distribution of motor vehicles and trailers are classified in Industry 5012; those distributing self-propelled golf carts are classified in Industry 5088; and those distributing athletic apparel and footwear are classified in Industry Group 513.

**Toys and hobby goods and supplies (SIC 5092)**—Establishments primarily engaged in the wholesale distribution of games, toys, hobby goods and supplies, and related goods, such as fireworks and playing cards.

**Scrap and waste materials (SIC 5093)**—Establishments primarily engaged in assembling, breaking up, sorting, and wholesale distribution of scrap and waste materials. This industry includes auto wreckers engaged in dismantling automobiles for scrap. However, those engaged in dismantling cars for the purpose of selling secondhand parts at retail are classified in Industry 5015.

SIC 5093 is subdivided in some tables into—

1. Iron and steel scrap processors and dealers.
  - a. Iron and steel scrap processors (using power processing equipment).
  - b. Iron and steel scrap dealers (not using power processing equipment).
2. Waste and secondary materials.

**Jewelry, watches, precious stones, and precious metals. (SIC 5094)**—Establishments primarily engaged in the wholesale distribution of jewelry, precious stones and metals, costume jewelry, watches, clocks, silverware, and jewelers' findings. Establishments primarily engaged in the wholesale distribution of precious metal ores are classified in Industry 5052.

**Durable goods, n.e.c. (SIC 5099)**—Establishments primarily engaged in the wholesale distribution of durable goods, not elsewhere classified, such as musical instruments and forest products, except lumber.

SIC 5099 is subdivided in some tables into—

1. Musical instruments and supplies.
2. Forest products, except lumber.



3. General merchandise—durable.

4. Other durable goods.

### **Nondurable Goods (SIC Major Group 51)**

This major group includes establishments primarily engaged in the wholesale distribution of nondurable goods.

### **Paper and Paper Products (SIC 511)**

**Printing and writing paper (SIC 5111)**—Establishments primarily engaged in the wholesale distribution of printing and writing paper, including envelope paper; fine paper; and groundwood paper.

**Stationery and office supplies (SIC 5112)**—Establishments primarily engaged in the wholesale distribution of stationery and office supplies, including computer and photocopy supplies, envelopes, typewriter paper, file cards and folders, pens, pencils, social stationery, and greeting cards.

**Industrial and personal service paper (SIC 5113)**—Establishments primarily engaged in the wholesale distribution of wrapping and other coarse paper, paperboard, and converted paper and related disposable plastic products, such as bags, boxes, dishes, eating utensils, napkins, and shipping supplies.

### **Drugs, drugs proprietaries and druggists' sundries (SIC 512)**

**Drugs, drug proprietaries, and druggists' sundries (SIC 5122)**—Establishments primarily engaged in the wholesale distribution of prescription drugs, proprietary drugs, druggists' sundries, and toiletries. Establishments primarily engaged in the wholesale distribution of surgical, dental, and hospital equipment are classified in Industry 5047.

SIC 5122 is subdivided in some tables into—

1. General-line drugs—These are distinguished from specialty-line drug and toiletries wholesalers on the basis of their commodity-line mix. Drug wholesalers were classified as general line if they reported a substantial portion of their sales in "drugs and pharmaceuticals" and a combination of "proprietary (patent) medicines," "cosmetics," "perfumes," and "other toiletries and druggists' sundries."
2. Specialty-line pharmaceuticals, cosmetics, and toiletries.

### **Apparel, piece goods, and notions (SIC 513)**

**Piece goods, notions, and other dry goods (SIC 5131)**—Establishments primarily engaged in the wholesale distribution of piece goods or yard goods of natural or man-made fibers, notions (sewing and hair accessories, etc.),

and other dry goods. Converters who buy fabric goods (except knit goods) in the grey, have them finished on contract, and sell at wholesale are included here. Converters of knit goods are classified in Manufacturing, Industry Group 225. This industry does not include establishments primarily engaged in the wholesale distribution of homefurnishings which are classified in Industry 5023.

SIC 5131 is subdivided in some tables into—

1. Piece goods
  - a. Piece goods-jobbers
  - b. Piece goods-converters
2. Notions and other dry goods

**Men's and boys' clothing and furnishings (SIC 5136)**—Establishments primarily engaged in the wholesale distribution of men's and boys' apparel and furnishings, sportswear, hosiery, underwear, nightwear, and work clothing.

**Women's, children's, and infants' clothing and accessories (SIC 5137)**—Establishments primarily engaged in the wholesale distribution of women's, children's, and infants' clothing and accessories, including hosiery, lingerie, millinery, and furs.

**Footwear (SIC 5139)**—Establishments primarily engaged in the wholesale distribution of footwear (including athletic) made of leather, rubber, and other materials.

### **Groceries and related products (SIC 514)**

**Groceries, general line (SIC 5141)**—Establishments primarily engaged in the wholesale distribution of a general line of groceries. Establishments primarily engaged in roasting coffee, blending tea, or grinding and packaging spices are classified in Manufacturing Major Group 20.

SIC 5141 is subdivided in some tables into—

1. Voluntary group wholesalers.
2. Retail cooperative wholesalers.
3. Other general line wholesalers.

**Packaged frozen foods (SIC 5142)**—Establishments primarily engaged in the wholesale distribution of packaged quickfrozen vegetables, juices, meats, fish, poultry, pastries, and other "deep freeze" products. Establishments primarily engaged in the wholesale distribution of frozen dairy products are classified in Industry 5143, and those distributing frozen poultry, fish, and meat which are not packaged are classified in Industries 5144, 5146, and 5147, respectively.

**Dairy products, Except Dried or Canned (SIC 5143)**—Establishments primarily engaged in the wholesale distribution of dairy products, such as butter, cheese, ice cream and ices, and fluid milk and cream. This industry



does not include establishments primarily engaged in pasteurizing and bottling milk, which are classified in Manufacturing, Industry Group 202. Establishments primarily engaged in the wholesale distribution of dried or canned dairy products are classified in Industry 5149.

**Poultry and poultry products (SIC 5144)**— Establishments primarily engaged in the wholesale distribution of poultry and poultry products, except canned and packaged frozen products. This industry does not include establishments primarily engaged in the killing and dressing of poultry, which are classified in Manufacturing, Industry 2015. Establishments primarily engaged in the wholesale distribution of packaged frozen poultry are classified in Industry 5142, and those distributing canned poultry are classified in Industry 5149.

**Confectionery (SIC 5145)**— Establishments primarily engaged in the wholesale distribution of confectionery and related products, such as candy, chewing gum, fountain fruits, salted or roasted nuts, popcorn, fountain syrups, and potato, corn, and similar chips.

**Fish and seafoods (SIC 5146)**—Establishments primarily engaged in the wholesale distribution (but not packaging) of fresh, cured, or frozen fish and seafoods, except canned or packaged frozen. The preparation of fresh or frozen packaged fish and other seafood, and the shucking and packing of fresh oysters in nonsealed containers, are classified in Manufacturing, Industry 2092. Establishments primarily engaged in the wholesale distribution of canned seafood are classified in Industry 5149, and those distributing packaged frozen foods are classified in Industry 5142.

**Meats and meat products (SIC 5147)**—Establishments primarily engaged in the wholesale distribution of fresh, cured, and processed (but not canned) meats and lard. Establishments primarily engaged in the wholesale distribution of frozen packaged meats are classified in Industry 5142, and those distributing canned meats are classified in Industry 5149.

**Fresh fruits and vegetables (SIC 5148)**—Establishments primarily engaged in the wholesale distribution of fresh fruits and vegetables.

**Groceries and related products, n.e.c. (SIC 5149)**—Establishments primarily engaged in the wholesale distribution of groceries and related products, not elsewhere classified. Establishments primarily engaged in the wholesale distribution of soft drinks, and in bottling and distributing natural spring and mineral waters, are classified in this industry, but establishments primarily engaged in bottling soft drinks are classified in Manufacturing, Major Group 20. This industry does not include establishments primarily engaged in the wholesale distribution of farm-product raw materials classified in Industry Group 515, nor those distributing beer, wine, and distilled alcoholic beverages of Industry Group 518.

SIC 5149 is subdivided in some tables into—

1. Coffee, tea, and spices.
2. Bread and baked goods.
3. Soft drinks.
4. Canned goods.
5. Food and beverage basic materials.
6. Other grocery specialties.

## **Farm-product raw materials (SIC 515)**

**Grain and field beans (SIC 5153)**—Establishments primarily engaged in buying and/or marketing grain (such as corn, wheat, oats, barley, and unpolished rice); dry beans, soybeans, and other inedible beans. Country grain elevators primarily engaged in buying or receiving grain from farmers are included, as well as terminal elevators and other merchants marketing grain. Establishments primarily engaged in the wholesale distribution of field and garden seeds are classified in Industry 5191.

**Livestock (SIC 5154)**—Establishments primarily engaged in buying and/or marketing cattle, hogs, sheep, and goats. This industry also includes the operation of livestock auction markets.

**Farm-product raw materials, n.e.c. (SIC 5159)**—Establishments primarily engaged in buying and/or marketing farm products, not elsewhere classified. Establishments primarily engaged in the wholesale distribution of milk are classified in Industry 5143, and those distributing live poultry are classified in Industry 5144.

SIC 5159 is subdivided in some tables into—

1. Hides, skins, and pelts.
2. Leaf tobacco.
3. Wool, wool tops, and mohair.
4. Cotton.
5. Other farm-product raw materials.

## **Chemicals and allied products (SIC 516)**

**Plastics materials and basic forms and shapes (SIC 5162)**—Establishments primarily engaged in the wholesale distribution of plastics materials, and of unsupported plastics film, sheets, sheeting, rods, tubes, and other basic forms and shapes.

**Chemicals and allied products, n.e.c. (SIC 5169)**—Establishments primarily engaged in the wholesale distribution of chemicals and allied products, not elsewhere classified, such as acids, industrial and heavy chemicals, dyestuffs, industrial salts, rosin, and turpentine.



Establishments primarily engaged in the wholesale distribution of ammunition are classified in Industry Group 509; those distributing agricultural chemicals and pesticides are classified in Industry 5191; those distributing drugs are classified in Industry 5122; and those distributing pigments, paints, and varnishes are classified in Industry 5198.

SIC 5169 is subdivided in some tables into—

1. Industrial gases, except LP.
2. Other chemicals and allied products.

## **Petroleum and petroleum products (SIC 517)**

**Petroleum bulk stations and terminals (SIC 5171)**—Establishments primarily engaged in the wholesaling of crude petroleum and petroleum products, including liquefied petroleum gas, from bulk liquid storage facilities.

SIC 5171 is subdivided in some tables into—

1. Petroleum bulk stations and terminals, except LP.
  - a. Petroleum bulk stations, except LP
  - b. Petroleum bulk terminals, except LP.
2. Liquefied petroleum gas bulk stations and terminals.

**Petroleum and petroleum products wholesalers, except bulk stations and terminals (SIC 5172)**—Establishments primarily engaged in the wholesale distribution of petroleum and petroleum products, except those with bulk liquid storage facilities. Included are packaged and bottled petroleum products distributors, truck jobbers, and others marketing petroleum and its products at wholesale, but without bulk liquid storage facilities.

## **Beer, wine and distilled alcoholic beverages (SIC 518)**

**Beer and ale (SIC 5181)**—Establishments primarily engaged in the wholesale distribution of beer, ale, porter, and other fermented malt beverages.

**Wine and distilled alcoholic beverages (SIC 5182)**—Establishments primarily engaged in the wholesale distribution of distilled spirits, including neutral spirits and ethyl alcohol used in blended wines and distilled liquors.

SIC 5182 is subdivided in some tables into—

1. Wine and distilled spirits—licensed operation.
2. Wine and distilled spirits—State operated.

## **Miscellaneous nondurable goods (SIC 519)**

**Farm supplies (SIC 5191)**—Establishments primarily engaged in the wholesale distribution of animal feeds, fertilizers, agricultural chemicals, pesticides, seeds, and

other farm supplies, except grains. Establishments primarily engaged in the wholesale distribution of pet food are classified in Industry 5149, and those distributing pet supplies are classified in Industry 5199.

SIC 5191 is subdivided in some tables into—

1. Farm supplies—farm dealers.
2. Farm supplies—wholesale distributors.

**Books, periodicals, and newspapers (SIC 5192)**—Establishments primarily engaged in the wholesale distribution of books, periodicals, and newspapers.

**Flowers, nursery stock, and florists' supplies (SIC 5193)**—Establishments primarily engaged in the wholesale distribution of flowers, nursery stock, and florists' supplies.

**Tobacco and tobacco products (SIC 5194)**—Establishments primarily engaged in the wholesale distribution of tobacco and its products. Leaf tobacco wholesalers are classified in Industry 5159, and establishments primarily engaged in stemming and redrying tobacco are classified in Manufacturing, Industry 2141.

**Paints, varnishes, and supplies (SIC 5198)**—Establishments primarily engaged in the wholesale distribution of paints, varnishes, wallpaper, and supplies. Establishments selling to the general public and known as retail in the trade are classified in Retail Trade, Industry 5231.

**Nondurable goods, n.e.c. (SIC 5199)**—Establishments primarily engaged in the wholesale distribution of nondurable goods, not elsewhere classified, such as art goods, industrial yarns, textile bags, and bagging and burlap.

SIC 5199 is subdivided in some tables into—

1. Art goods.
2. General merchandise-nondurable.
3. Textile bags and bagging.
4. Specialty advertising (sale of merchandise).
5. Other nondurable goods.

## **TYPE-OF-OPERATION CLASSIFICATIONS**

In addition to being classified by kind of business, each wholesale establishment was classified for the census by type of operation according to the ownership of the business, ownership of the goods sold, or character of the principal transactions. Establishments in wholesale trade are grouped into the following three major types of operation and related subgroups:



**Merchant wholesalers**—Establishments primarily engaged in buying and selling merchandise on their own account. Included here are such types of establishments as wholesale merchants or jobbers, industrial distributors, voluntary group wholesalers, importers, exporters, cash and carry wholesalers, retailer cooperative warehouses, terminal and country grain elevators, farm products assemblers, wholesale cooperative associations, and petroleum bulk plants and terminals operated by nonrefining companies.

*Wholesale distributors and jobbers*—Establishments primarily engaged in buying and selling merchandise in the domestic market not manufactured by the parent company.

*Importers*—Establishments buying and selling goods at wholesale on their own account, whose principal source of purchases was foreign.

*Exporters*—Establishments primarily engaged in purchasing goods in the United States and selling them to foreign customers.

*Terminal grain elevators*—Grain elevators primarily engaged in buying and selling grain received from country grain elevators and grain marketing establishments. They have sizable space for grain storage, and products are received primarily by rail or barge rather than by truck.

*Country grain elevators*—Grain elevators, cooperative or other, buying and receiving grain directly from farmers by truck and selling at wholesale.

*Assemblers of farm products, except country grain elevators*—Establishments primarily engaged in purchasing directly from farmers and assembling and marketing farm products at wholesale.

**Manufacturers' sales branches and offices**—Establishments maintained by manufacturing, refining, and mining companies apart from their plants or mines for marketing their products at wholesale. Branch stores selling to household consumers and individual users are classified in

retail trade. Sales branches and sales offices located at plants and at administrative offices are included when separate records are available. In some tables, data are shown separately for manufacturers' sales branches and for sales offices. These two types of establishments differ in that sales offices do not carry stocks of merchandise for delivery to customers.

**Agents, brokers, and commission merchants**—Establishments whose operators are in business for themselves and are primarily engaged in selling or buying goods for others. Included here are such types of operations as auction companies, import agents, export agents, selling agents, merchandise brokers, and commission merchants. "Sales" as shown in census publications for agents, brokers, and commission merchants represent the gross sales (or purchase) value of the goods in the transactions negotiated.

*Auction companies*—Wholesale establishments primarily engaged in selling merchandise on an agency basis by auction.

*Import agents*—Merchandise agents and brokers in the domestic market buying merchandise from or selling merchandise for foreign firms.

*Export agents*—Merchandise agents and brokers in the domestic market selling to or buying for foreign customers.

*Manufacturers' agents*—Wholesale establishments in the domestic market selling for a limited number of manufacturers on a continuing agency basis.

*Brokers (representing buyers or sellers)*—Wholesale establishments primarily engaged in selling or buying merchandise in the domestic market on a brokerage basis but not receiving the goods on consignment.

*Commission merchants*—Wholesale establishments operating in the domestic market receiving goods for sale on consignment.





# APPENDIX B. General Questions



U.S. DEPARTMENT OF COMMERCE  
BUREAU OF THE CENSUS

## 1987 CENSUS OF DISTRIBUTIVE TRADES

OMB APPROVAL NO. 0507-0528 EXPIRES 06/89

**NOTICE** — Responses to this inquiry are required by law (Title 13, U.S. Code). By the same law, your report to the Census Bureau is confidential. It may be seen only by sworn Census employees and may be used only for statistical purposes. The law also provides that copies retained in your files are immune from legal process.

Please complete this form and RETURN TO

**BUREAU OF THE CENSUS**  
1201 East Tenth Street  
Jeffersonville, IN 47134

**DUE DATE: FEBRUARY 15, 1988**

If filing by the due date causes an undue burden, a time extension request should be sent to the above address; please include your 11-digit Census File Number (CFN).

**NOTE** — Please read the accompanying instructions before answering the questions.

In correspondence pertaining to this report, please refer to this Census File Number (CFN)

Employer Identification (E1) Number

Please correct errors in name, address, and ZIP Code. ENTER street and number if not shown.

### Item 1 — EMPLOYER IDENTIFICATION NUMBER

Is the Employer Identification (E1) Number shown in the label the SAME as that used for this establishment on its latest 1987 Employer's Quarterly Federal Tax Return, Treasury Form 941?

094 ☐ YES (9 digits)  
☐ NO — Enter current E1 No. \_\_\_\_\_

### Item 2 — PHYSICAL LOCATION OF ESTABLISHMENT

Answer items a, b, c, and d

**NOTE:** P.O. boxes or rural routes are not physical locations.

a. ☐ Same as shown in mailing label. If different, indicate change. ☒

NUMBER AND STREET

CITY, TOWN, VILLAGE, ETC.

STATE

ZIP CODE

b. Is this establishment physically located inside the legal boundaries of the city, town, village, etc.?

095 ☐ YES ☐ No legal boundaries  
☐ NO ☐ Don't know

c. Type of municipality where physically located

096 ☐ City, village, or borough ☐ Other or don't know  
☐ Town or township

d. Name of county where physically located

### Item 3 — OPERATIONAL STATUS

a. How many months during 1987 did this firm or organization actively operate this establishment?

Number of months  
002 \_\_\_\_\_

b. Mark (X) the ONE box which best describes this establishment at the end of 1987.

001 ☐ In operation  
☐ Temporarily or seasonally inactive  
☐ Closed operation — Give date \_\_\_\_\_  
☐ Sold or leased to another operator — Give date at right AND enter name, etc., below ☒

Figures only  
Month Day Year

NAME OF NEW OWNER OR OPERATOR

NUMBER AND STREET

CITY

STATE

ZIP CODE

### Item 4 — ORGANIZATIONAL STATUS — Mark (X) the ONE box which best describes this establishment during 1987.

003 ☐ Individual proprietorship ☐ Corporation (Do not mark if any form of cooperative association.)  
☐ Partnership ☐ Other — Specify ☒  
☐ Cooperative association (taxable)  
☐ Cooperative association (tax-exempt)  
☐ Governmental — Specify ☒

### Item 5 — INVENTORIES

a. Did you have inventories at the end of 1986 or 1987?

110 ☐ YES — Complete the remainder of the item ☐ NO — SKIP to item 6

b. Are inventories of this establishment subject to the last-in, first-out (LIFO) method of valuation?

120 ☐ YES — Use the sum of the LIFO amount plus the LIFO reserve for items c and d(2) ☐ NO — Complete only line c

End of 1987 End of 1986

Mil. Thou. Dol. Mil. Thou. Dol.

c. Total inventories

d. LIFO users report the following for line c(1):

(1) Amount not subject to LIFO costing

(2) Amount subject to LIFO costing (gross)

e. Report the following applicable to line d(2):

(1) Amount of the LIFO reserve

(2) LIFO value of the line d(2) (net)

**NOTE** — The sum of lines d(1), e(1), and e(2) should equal line c.

### HOW TO REPORT DOLLAR FIGURES

Value figures may be reported in dollars or rounded to thousands. Example: If a figure is \$1,128,828, report either

**PREFERRED**  
Acceptable

Mil- lions (000)	Thou- sands (000)	Dol- lars (000)
1	128	
	1	128 828

### Item 6 — DOLLAR VOLUME OF BUSINESS IN 1987

a. Sales of merchandise and other operating receipts (including the gross selling value of business conducted for the account of others)

Mil.	Thou.	Dol.
010		

b. Did this establishment sell merchandise for the account of others on a commission or brokerage basis?

100 ☐ YES — Go to c  
☐ NO — SKIP to a

c. Gross selling value of business conducted on a commission or brokerage basis for the account of others (include in item 6a)

Mil.	Thou.	Dol.
101		

d. Dollar volume of commissions or brokerage received on transactions reported in item 6c

102

**NOTE** — If this is the only establishment of this firm skip to item 7.

e. What percentage of the products sold by this establishment did your company (including firms under common ownership or control) manufacture or mine in the United States?

Percent  
103 \_\_\_\_\_ %

f. Dollar volume of transfers (billings) to other establishments within your company (DO NOT include in item 6a)

Mil.	Thou.	Dol.
105		

### Item 7 — PAYROLL AND EMPLOYMENT

a. Payroll in 1987, before deductions

Mil.	Thou.	Dol.
030		

111 Total ANNUAL payroll

031

(2) FIRST QUARTER payroll (Jan. — Mar.)

b. Employment in 1987  
Number of paid employees for the pay period including March 12, 1987 (include both full- and part-time employees)

Number  
032 \_\_\_\_\_

### Item 8 — EMPLOYMENT BY PRINCIPAL ACTIVITY

Report the approximate number of employees at this establishment according to their principal activity during the pay period including March 12, 1987.

a. Selling

Number  
130 \_\_\_\_\_

b. Sales support (including office and clerical, warehousing, drivers, maintenance employees)

131

c. Central administrative and auxiliary

133

d. Manufacturing

134

e. Other — Specify

135

f. TOTAL — Sum of lines a through e should equal item 7b

### Item 9 — OPERATING EXPENSES

TOTAL 1987 operating expenses, including payroll but excluding cost of goods sold and interest expenses.

Mil.	Thou.	Dol.
040		

### Item 10 — SALES BY CUSTOMER CLASSES

Report the approximate percentage of your 1987 sales (item 6a) to each of the customer classes listed.

Report in whole percents  
140 \_\_\_\_\_

a. To farmers (for farm use)

141

b. To builders and contractors

142

c. Export sales

143

d. To retailers and repair shops

144

e. To wholesale establishments

145

f. To household consumers and individual users

146

g. To industrial users (manufacturing and mining)

147

h. To institutional, commercial, and professional users

148

i. To governmental bodies (federal, state, and local)

149

j. TOTAL — Sum of lines a through i should add to 100% —>

100%

PENALTY FOR FAILURE TO REPORT

CONTINUE ON PAGE 2 —>

**Item 11 — TYPE OF OPERATION**

Mark (X) the **ONE** box which best describes the basis on which the **MAJOR** portion of your business was conducted in 1987.

- a. Merchant (buying and selling on own account) 060
- (1) Importer ..... ☐ 12
- (2) Exporter ..... ☐ 13
- (3) Merchant ..... ☐ 11
- b. Manufacturers' sales branches and offices ..... ☐ 20
- c. Agent, broker, commission merchant
- (1) Auction company ..... ☐ 41
- (2) Broker (representing buyers or sellers) ..... ☐ 42
- (3) Commission merchant ..... ☐ 43
- (4) Import agent ..... ☐ 44
- (5) Export agent ..... ☐ 45
- (6) Manufacturers' agent ..... ☐ 46

**Item 12 — KIND OF BUSINESS**

Mark (X) the **ONE** box which best describes the **PRINCIPAL** kind of business of this establishment in 1987.

070

(Categories appropriate to individual form)

**Item 13 — COMMODITY LINES**

Report sales either in dollar figures (see example on page 1) or as a percent (in whole percents) of total sales (see example below). Report the fair sales value of merchandise marketed under capital, finance, or full payout leases and report the rental receipts derived in 1987 from merchandise under operating leases.

**HOW TO REPORT PERCENTS**

If figure is **38.76%** of total sales:

• Report whole percents

Not acceptable

Mil.	Thou.	Dol.	Per-cent
			39
			38 76

Commodity lines

Cen-sus use

Estimated sales during 1987			
Mil.	Thou.	Dol.	Per-cent

(Categories appropriate to individual form)

**NOTE**

Answer item 14 only if your Census File Number (CFN), shown in the address label of this report form, begins with a zero.

**Item 14 — OWNERSHIP, CONTROL, AND LOCATIONS OF OPERATION**

- a. Is this company owned or controlled by another company?

097 1 ☐ YES →  
2 ☐ NO

ENTER OWNING OR CONTROLLING COMPANY NAME, ADDRESS, AND ZIP CODE

EI No. (9 digits)

- b. Does this company own or control any other company or companies?

098 1 ☐ YES →  
2 ☐ NO

ENTER OWNED OR CONTROLLED COMPANY NAME, ADDRESS, AND ZIP CODE

EI No. (9 digits)

- c. How many establishments were operated under the EI Number shown in the address label (or as corrected in item 1) at the end of 1987?

Number

079

If more than one, provide the physical location address and other information indicated below for each establishment. The headquarters location should be listed on line 1, followed by other locations. If book figures are not available, estimates are acceptable. Continue with same format on a separate sheet if necessary.

NAME, ADDRESS, AND ZIP CODE	1987	Mil.	Thou.	Dol.
		081		
1	Sales	082		
	Annual payroll	082		
KIND-OF-BUSINESS DESCRIPTION		088		
	Cen-sus use	089		
NAME, ADDRESS, AND ZIP CODE	1987	Mil.	Thou.	Dol.
		082		
2	Sales	082		
	Annual payroll	082		
KIND-OF-BUSINESS DESCRIPTION		088		
	Cen-sus use	089		

Please attach a separate sheet for any explanations that may be essential in understanding your reported data.

**REMARKS** — Please use this space for any explanations that may be essential in understanding your reported data.

**Item 15 — CERTIFICATION** — This report is substantially accurate and has been prepared in accordance with instructions.

Period covered by this report →	FROM: Mo. Year	TO: Mo. Year
Name of person to contact regarding this report — Print or type		
Telephone →	Area code	Number
Signature of authorized person		Date



# APPENDIX C.

## Kind-of-Business Titles and Reporting-Form Numbers

[Listed below are wholesale kind-of-business titles and their corresponding reporting-form numbers. Requests for copies of any of these forms, including the inquiries used to classify establishment by kind of business, should be directed to the Business Division, Bureau of the Census, Washington, DC 20233]

1987 SIC code	Title	Standard form CB-	Short form CB-	1987 SIC code	Title	Standard form CB-	Short form CB-
<b>DURABLE GOODS</b>				<b>DURABLE GOODS—Con.</b>			
501	Motor vehicles and motor vehicle parts and supplies:			509	Miscellaneous durable goods:		
5012	Automobiles and other motor vehicles .....	5012	5003	5091	Sporting and recreational goods and supplies .....	5041	5003
5013	Motor vehicle supplies and new parts .....	5013	5003	5092	Toys and hobby goods and supplies .....	5041	5003
5014	Tires and tubes .....	5013	5003	5093	Scrap and waste materials .....	5093	5003
5015	Motor vehicle parts, used .....	5013	5003	5094	Jewelry, watches, precious stones, and precious metals .....	5094	5003
				5099	Durable goods, n.e.c. ....	5099	5003
				<b>NONDURABLE GOODS</b>			
502	Furniture and home furnishings:			511	Paper and paper products:		
5021	Furniture .....	5021	5001	5111	Printing and writing paper .....	5111	5102
5023	Home furnishings .....	5021	5001	5112	Stationery and office supplies .....	5111	5102
				5113	Industrial and personal service paper .....	5111	5102
503	Lumber and other construction materials:			512	Drugs, drug proprietaries, and druggists' sundries:		
5031	Lumber, plywood, millwork, and wood panels .....	5031	5001	5122	Drugs, drug proprietaries, and druggists' sundries .....	5122	5102
5032	Brick, stone, and related construction materials .....	5031	5001				
5033	Roofing, siding, and insulation materials .....	5031	5001	513	Apparel, piece goods, and notions:		
5039	Construction materials, n.e.c. ....	5031	5001	5131	Piece goods, notions, and other dry goods .....	5133	5102
				5136	Men's and boys' clothing and furnishings .....	5136	5102
504	Professional and commercial equipment and supplies:			5137	Women's, children's and infants' clothing and accessories .....	5136	5102
5043	Photographic equipment and supplies .....	5041	5003	5139	Footwear .....	5136	5102
5044	Office equipment .....	5081	5002				
5045	Computers and computer peripheral equipment and software .....	5081	5002	514	Groceries and related products:		
5046	Commercial equipment, n.e.c. ....	5081	5002	5141	Groceries, general line .....	5141	5101
5047	Medical, dental, and hospital equipment and supplies .....	5086	5002	5142	Packaged frozen foods .....	5142	5101
5048	Ophthalmic goods .....	5086	5002	5143	Dairy products, except dried or canned .....	5143	5101
5049	Professional equipment and supplies, n.e.c. ....	5086	5002	5144	Poultry and poultry products .....	5144	5101
				5145	Confectionery .....	5145	5101
505	Metals and minerals, except petroleum:			5146	Fish and seafoods .....	5146	5101
5051	Metals service centers and offices .....	5051	5003	5147	Meats and meat products .....	5147	5101
5052	Coal and other minerals and ores .....	5052	5003	5148	Fresh fruits and vegetables .....	5148	5101
				5149	Groceries and related products, n.e.c. ....	5141	5101
506	Electrical goods:			515	Farm-product raw materials:		
5063	Electrical apparatus and equipment, wiring supplies, and construction materials .....	5063	5001	5153	Grain and field beans .....	5152	5103
				5154	Livestock .....	5154	5103
5064	Electrical appliances, television and radio sets .....	5063	5001	5159	Farm-product raw materials, n.e.c. ....	5152	5103
5065	Electronic parts and equipment, n.e.c. ....	5063	5001				
				516	Chemicals and allied products:		
507	Hardware, and plumbing and heating equipment and supplies:			5162	Plastics materials and basic forms and shapes .....	5161	5102
5072	Hardware .....	5072	5001	5169	Chemicals and allied products, n.e.c. ....	5161	5102
5074	Plumbing and heating equipment and supplies (hydronics) .....	5072	5001				
5075	Warm air heating and air-conditioning equipment and supplies .....	5072	5001	517	Petroleum and petroleum products:		
5078	Refrigeration equipment and supplies .....	5072	5001	5171	Petroleum bulk stations and terminals .....	5171	'NA
				5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals .....	5171	'NA
508	Machinery, equipment, and supplies:			518	Beer, wine, and distilled alcoholic beverages:		
5082	Construction and mining (except petroleum) machinery and equipment .....	5082	5002	5181	Beer and ale .....	5181	5103
				5182	Wine and distilled alcoholic beverages .....	5181	5103
5083	Farm and garden machinery and equipment .....	5083	5002	519	Miscellaneous nondurable goods:		
5084	Industrial machinery and equipment .....	5084	5002	5191	Farm supplies .....	5191	5102
5085	Industrial supplies .....	5085	5002	5192	Books, periodicals, and newspapers .....	5199	5102
5087	Service establishment equipment and supplies .....	5087	5002	5193	Flowers, nursery stock, and florists' supplies .....	5199	5102
5088	Transportation equipment and supplies, except motor vehicles .....	5088	5002	5194	Tobacco and tobacco products .....	5194	5102
				5198	Paints, varnishes, and supplies .....	5198	5102
				5199	Nondurable goods, n.e.c. ....	5199	5102

\*Petroleum wholesalers were all sent form CB-5171.





## **APPENDIX D. Metropolitan Statistical Areas**

[Titles and definitions shown for MSA's, PMSA's, and CMSA's are those established by the Office of Management and Budget, as of June 30, 1987]

### **WYOMING**

#### **Casper, WY MSA**

Natrona County, WY

#### **Cheyenne, WY MSA**

Laramie County, WY





# APPENDIX E.

## Percent of Sales Data Based on Administrative Records and Estimation for the State: 1987

[For meaning of abbreviations and symbols and for more information on reliability of data, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, see appendix A]

1987 SIC code	Kind of business	Percent of sales†—		1987 SIC code	Kind of business	Percent of sales†—	
		From administra- tive records¹	Estimated²			From administra- tive records¹	Estimated²
	Wholesale trade -----	0	0		Wholesale trade—Con.		
50	Durable goods -----	0	1	50	Durable goods—Con.		
501	Motor vehicles and motor vehicle parts and supplies -----	0	0	509	Miscellaneous durable goods -----	0	0
5012	Automobiles and other motor vehicles -----	1	0	5091	Sporting and recreational goods and supplies -----	0	0
5013	Motor vehicle supplies and new parts -----	0	0	5092	Toys and hobby goods and supplies -----	(D)	(D)
5014	Tires and tubes -----	0	0	5093	Scrap and waste materials -----	2	1
5015	Motor vehicle parts, used -----	1	1	5094	Jewelry, watches, precious stones, and precious metals -----	(D)	(D)
				5099	Durable goods, n.e.c. -----	(D)	(D)
502	Furniture and home furnishings -----	5	0	51	Nondurable goods -----	0	0
5021	Furniture -----	(D)	(D)	511	Paper and paper products -----	(D)	(D)
5023	Home furnishings -----	(D)	(D)	5111	Printing and writing paper -----	0	0
				5112	Stationery and office supplies -----	(D)	(D)
503	Lumber and other construction materials -----	0	0	5113	Industrial and personal service paper -----	0	0
5031	Lumber, plywood, millwork, and wood panels -----	0	0	512	Drugs, drug proprietaries, and druggists' sundries -----	0	1
5032	Brick, stone, and related construction materials -----	1	0	5122	Drugs, drug proprietaries, and druggists' sundries -----	0	1
5033	Roofing, siding, and insulation materials -----	3	0				
5039	Construction materials, n.e.c. -----	1	0	513	Apparel, piece goods, and notions -----	(D)	(D)
504	Professional and commercial equipment and supplies -----	0	1	5131	Piece goods, notions, and other dry goods -----	(D)	(D)
5043	Photographic equipment and supplies -----	(D)	(D)	5136	Men's and boys' clothing and furnishings -----	(D)	(D)
5044	Office equipment -----	0	0	5137	Women's, children's and infants' clothing and accessories -----	(D)	(D)
5045	Computers and computer peripheral equipment and software -----	0	2	5139	Footwear -----	0	0
5046	Commercial equipment, n.e.c. -----	0	3	514	Groceries and related products -----	0	0
5047	Medical, dental, and hospital equipment and supplies -----	(D)	(D)	5141	Groceries, general line -----	(D)	(D)
5048	Ophthalmic goods -----	(D)	(D)	5142	Packaged frozen foods -----	(D)	(D)
5049	Professional equipment and supplies, n.e.c. -----	0	1	5143	Dairy products, except dried or canned -----	0	0
505	Metals and minerals, except petroleum -----	0	0	5144	Poultry and poultry products -----	0	0
5051	Metals service centers and offices -----	(D)	(D)	5145	Confectionery -----	(D)	(D)
5052	Coal and other minerals and ores -----	(D)	(D)	5146	Fish and seafoods -----	0	0
				5147	Meats and meat products -----	1	1
506	Electrical goods -----	0	1	5148	Fresh fruits and vegetables -----	2	1
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	0	1	5149	Groceries and related products, n.e.c. -----	0	0
5064	Electrical appliances, television and radio sets -----	(D)	(D)	515	Farm-product raw materials -----	0	0
5065	Electronic parts and equipment, n.e.c. -----	(D)	(D)	5153	Grain and field beans -----	(D)	(D)
				5154	Livestock -----	0	0
507	Hardware, and plumbing and heating equipment and supplies -----	0	1	5159	Farm-product raw materials, n.e.c. -----	(D)	(D)
5072	Hardware -----	1	0	516	Chemicals and allied products -----	0	1
5074	Plumbing and heating equipment and supplies (hydronics) -----	0	1	5162	Plastics materials and basic forms and shapes -----	(D)	(D)
5075	Warm air heating and air-conditioning equipment and supplies -----	(D)	(D)	5169	Chemicals and allied products, n.e.c. -----	(D)	(D)
5078	Refrigeration equipment and supplies -----	(D)	(D)	517	Petroleum and petroleum products -----	0	0
508	Machinery, equipment, and supplies -----	0	1	5171	Petroleum bulk stations and terminals -----	0	0
5082	Construction and mining (except petroleum) machinery and equipment -----	0	1	5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals -----	0	0
5083	Farm and garden machinery and equipment -----	2	0	518	Beer, wine, and distilled alcoholic beverages -----	1	0
5084	Industrial machinery and equipment -----	0	2	5181	Beer and ale -----	(D)	(D)
5085	Industrial supplies -----	1	0	5182	Wine and distilled alcoholic beverages -----	(D)	(D)
5087	Service establishment equipment and supplies -----	1	0	519	Miscellaneous nondurable goods -----	1	0
5088	Transportation equipment and supplies, except motor vehicles -----	0	0	5191	Farm supplies -----	1	0
				5192	Books, periodicals, and newspapers -----	(D)	(D)
				5193	Flowers, nursery stock, and florists' supplies -----	0	0
				5194	Tobacco and tobacco products -----	0	0
				5198	Paints, varnishes, and supplies -----	(D)	(D)
				5199	Nondurable goods, n.e.c. -----	2	0

† Coverage symbols: 0—Less than 10 percent; 1—10 to 19 percent; 2—20 to 29 percent; 3—30 to 39 percent; 4—40 to 49 percent; 5—50 to 59 percent; 6—60 to 69 percent; 7—70 to 79 percent; 8—80 to 89 percent; 9—90 percent or more.

¹Includes sales information obtained from administrative records of other Federal agencies.

²Includes sales information which was imputed based on historic company ratios or administrative records, or on industry averages.





## **APPENDIX F.**

### **Geographic Notes**

#### **WYOMING**

There are no geographic notes for the State of Wyoming.





# APPENDIX G.

## Establishments in Business Any Time During Year and Establishments in Business at End of Year Based on 1972 Standard Industrial Classifications for the State: 1987 and 1982

For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A)

1972 SIC code	1987 SIC code	Kind of business	Establishments in business —			
			Any time during year		At end of year	
			1987	1982	1987	1982
		Wholesale trade .....	1 016	1 184	942	1 091
0		Durable goods .....	603	711	552	874
01		Motor vehicles and automotive parts and supplies .....	101	115	92	109
012	5012	Automobiles and other motor vehicles .....	12	15	9	15
013	5013	Automotive parts and supplies .....	78	84	72	79
	5015 pt.	Motor vehicle supplies and new parts .....	74	82	69	77
		Motor vehicle parts, used .....	4	2	3	2
014	5014	Tires and tubes .....	11	16	11	15
02		Furniture and home furnishings .....	7	10	5	10
021	5021	Furniture .....	5	3	4	3
023	5023	Home furnishings .....	2	7	1	7
03		Lumber and other construction materials .....	32	29	28	25
031	5031	Lumber, plywood, millwork, and wood panels .....	15	11	12	10
039	5032	Construction materials, n.e.c. ....	17	18	16	15
	5033	Brick, stone, and related construction materials .....	7	5	7	5
	5039	Roofing, siding, and insulation materials .....	3	1	3	1
		Construction materials, n.e.c. ....	7	12	6	9
04		Sporting, recreational, photographic, and hobby goods, toys and supplies .....	13	12	13	12
041	5091	Sporting and recreational goods and supplies .....	10	8	10	8
042	5092	Toys and hobby goods and supplies .....	1	1	1	1
043	5043	Photographic equipment and supplies .....	2	3	2	3
05		Metals and minerals, except petroleum .....	21	27	20	27
051	5051	Metals service centers and offices .....	18	24	17	24
052	5052	Coal and other minerals and ores .....	3	3	3	3
06		Electrical goods .....	47	53	46	48
063	5063	Electrical apparatus and equipment, wiring supplies, and construction materials .....	30	39	29	36
	5065 pt.	Electronic parts and equipment, n.e.c. ....	28	-	27	-
	5084 pt.	Industrial machinery and equipment .....	1	-	1	-
		Electrical appliances, television and radio sets .....	1	2	1	1
065	5065 pt.	Electronic parts and equipment, n.e.c. ....	16	12	16	11
07		Hardware, and plumbing and heating equipment and supplies .....	34	44	30	41
072	5072	Hardware .....	7	8	5	7
074	5074	Plumbing and heating equipment and supplies (hydronics) .....	20	27	18	25
075	5075	Warm air heating and air-conditioning equipment and supplies .....	5	5	5	5
078	5078	Refrigeration equipment and supplies .....	2	4	2	4
08		Machinery, equipment, and supplies .....	328	399	298	381
081	5044	Commercial machines and equipment .....	33	32	32	31
	5045	Office equipment .....	19	-	18	-
	5046	Computers and computer peripheral equipment and software .....	9	-	9	-
		Commercial equipment, n.e.c. ....	5	7	5	7
082	5082	Construction and mining (except petroleum) machinery and equipment .....	32	43	27	39
083	5083	Farm and garden machinery and equipment .....	37	50	34	47
084	5084 pt.	Industrial machinery and equipment .....	168	211	148	202
085	5085	Industrial supplies .....	37	46	36	45
086	5047	Professional equipment and supplies .....	9	7	9	7
	5048	Medical, dental, and hospital equipment and supplies .....	2	3	2	3
	5049	Ophthalmic goods .....	2	1	2	1
		Professional equipment and supplies, n.e.c. ....	5	3	5	3
087	5087	Service establishment equipment and supplies .....	12	10	12	10
088	5088	Transportation equipment and supplies, except motor vehicles .....	-	-	-	-
09		Miscellaneous durable goods .....	20	22	20	21
093	5093	Scrap and waste materials .....	8	11	8	10
094	5094	Jewelry, watches, precious stones, and precious metals .....	1	-	1	-
099	5099 pt.	Durable goods, n.e.c. ....	11	11	11	11
		Nondurable goods .....	413	453	390	417
1		Paper and paper products .....	24	20	22	18
11	5111	Printing and writing paper .....	-	2	-	2
12	5112	Stationery and office supplies .....	24	18	22	16
13	5113	Industrial and personal service paper .....	-	-	-	-

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1972 SIC code	1987 SIC code	Kind of business	Establishments in business—			
			Any time during year		At end of year	
			1987	1982	1987	1982
51		Nondurable goods—Con.				
512		Drugs, drug proprietaries, and druggists' sundries -----	6	4	6	4
5122	5122	Drugs, drug proprietaries, and druggists' sundries -----	6	4	6	4
513		Apparel, piece goods, and notions -----	4	4	4	4
5133	5131 pt.	Piece goods -----	-	-	-	-
5134	5131 pt.	Notions and other dry goods -----	2	-	2	-
5136	5136	Men's and boys' clothing and furnishings -----	1	1	1	1
5137	5137	Women's, children's, and infants' clothing and accessories -----	1	2	1	2
5139	5139	Footware -----	-	1	-	1
514		Groceries and related products -----	57	69	55	62
5141	5141	Groceries, general line -----	4	6	4	6
5142	5142	Packaged frozen foods -----	4	6	4	6
5143	5143	Dairy products, except dried or canned -----	11	22	10	17
5144	5144	Poultry and poultry products -----	-	-	-	-
5145	5145	Confectionery -----	2	3	2	2
5146	5146	Fish and seafoods -----	-	1	-	1
5147	5147	Meats and meat products -----	6	4	6	3
5148	5148	Fresh fruits and vegetables -----	4	2	4	2
5149	5149	Groceries and related products, n.e.c. -----	26	25	25	25
515		Farm-product raw materials -----	29	34	29	33
5152	5159 pt.	Cotton -----	-	-	-	-
5153	5153	Grain and field beans -----	18	20	18	19
5154	5154	Livestock -----	7	9	7	9
5159	5159 pt.	Farm-product raw materials, n.e.c. -----	4	5	4	5
516		Chemicals and allied products -----	69	71	64	63
5161		Chemicals and allied products -----	69	71	64	63
	5162	Plastics materials and basic forms and shapes -----	1	-	1	-
	5169	Chemicals and allied products, n.e.c. -----	68	71	63	63
517		Petroleum and petroleum products -----	119	133	116	119
5171	5171	Petroleum bulk stations and terminals -----	95	94	94	84
5172	5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals -----	24	39	22	35
518		Beer, wine, and distilled alcoholic beverages -----	36	38	30	36
5181	5181	Beer and ale -----	33	35	28	33
5182	5182	Wine and distilled alcoholic beverages -----	3	3	2	3
519		Miscellaneous nondurable goods -----	69	80	64	78
5191	5191	Farm supplies -----	48	50	45	48
5194	5194	Tobacco and tobacco products -----	4	6	3	6
5198	5198	Paints, varnishes and supplies -----	5	6	5	6
5199		Nondurable goods, n.e.c. -----	12	18	11	18
	5099 pt.	Durable goods, n.e.c. -----	-	-	-	-
	5192	Books, periodicals, and newspapers -----	-	-	-	-
	5193	Flowers, nursery stock, and florists' supplies -----	2	5	2	5
	5199	Nondurable goods, n.e.c. -----	-	1	-	1
			10	-	9	-



# APPENDIX H.

## Changes in Wholesale Trade Kind-of-Business Classifications for 1987

[Based on revisions to the Standard Industrial classification (SIC) Manual, definitions of some kinds of business were changed for 1987. The significant changes in SIC codes from 1972 to 1987 are listed below. For industries other than those listed, the SIC definitions are the same as those used since 1972, or contain only minor revisions affecting the classification of few, if any, establishments.]

1987 SIC (used for 1987 census reports)		1972 SIC (used for 1972, 1977, and 1982 census reports)	
Code	Title	Code	Title
5013	Motor vehicle supplies and new parts.....	5013 pt.	Automotive parts and supplies (except used)
5015	Motor vehicle parts, used.....	5013 pt. 5931 pt.	Used automotive parts, equipment and supplies (wholesale) Used automotive parts, equipment and supplies (retail)
5023	Home furnishings <sup>1</sup> .....	5023	Home furnishings <sup>1</sup>
5032	Brick, stone, and related construction materials.....	5039	Construction materials, n.e.c.
5033	Roofing, siding, and insulation materials.....		
5039	Construction materials, n.e.c. ....		
5044	Office equipment.....	5081	Commercial machines and equipment
5045	Computers and computer peripheral equipment and software.....		
5046	Commercial equipment, n.e.c. ....		
5047	Medical, dental, and hospital equipment and supplies.....	5086	Professional equipment and supplies
5048	Ophthalmic goods.....		
5049	Professional equipment and supplies, n.e.c. ....		
5063	Electrical apparatus and equipment, wiring supplies, and construction materials.....	5063 pt.	Electrical apparatus and equipment, wiring supplies, and construction materials <sup>2</sup>
5065	Electronic parts and equipment, n.e.c. ....	5065 5063 pt.	Electronic parts and equipment Electrical apparatus and equipment, wiring supplies, and construction materials <sup>3</sup>
5082	Construction and mining (except petroleum) machinery and equipment <sup>1</sup> .....	5082	Construction and mining machinery and equipment
5084	Industrial machinery and equipment.....	5084 5063 pt.	Industrial machinery and equipment Electrical apparatus and equipment, wiring supplies and construction materials <sup>4</sup>
5091	Sporting and recreational goods and supplies <sup>1</sup> .....	5041	Sporting and recreational goods and supplies
5092	Toys and hobby goods and supplies <sup>1</sup> .....	5042	Toys and hobby goods and supplies
5094	Jewelry, watches, precious stones, and precious metals <sup>1</sup> .....	5094	Jewelry, watches, diamonds, and other precious stones <sup>1</sup>
5099	Durable goods, n.e.c. ....	5099 5199 pt.	Durable goods, n.e.c. Nondurable goods, n.e.c. <sup>5</sup>
5112	Stationery and office supplies <sup>1</sup> .....	5112	Stationery supplies <sup>1</sup>
5131	Piece goods, notions, and other dry goods.....	5133 5134	Piece goods (woven fabrics) Notions and other dry goods
5142	Packaged frozen foods <sup>1</sup> .....	5142	Frozen foods <sup>1</sup>
5143	Dairy products, except dried or canned <sup>1</sup> .....	5143	Dairy products <sup>1</sup>
5153	Grain and field beans <sup>1</sup> .....	5153	Grain <sup>1</sup>
5159	Farm-product raw materials, n.e.c. ....	5152 5159	Cotton Farm-product raw materials, n.e.c.
5162	Plastics materials and basic forms and shapes.....	5161	Chemicals and allied products
5169	Chemicals and allied products, n.e.c. ....		
5192	Books, periodicals, and newspapers.....		
5193	Flowers, nursery stock, and florists' supplies.....	5199	Nondurable goods, n.e.c. <sup>6</sup>
5199	Nondurable goods, n.e.c. ....		

<sup>1</sup>No change in content.

<sup>2</sup>Excluding electrical communications equipment now in SIC 5065 and electrical measuring and testing equipment now in SIC 5084.

<sup>3</sup>Electrical communications equipment part only, now in SIC 5065.

<sup>4</sup>Electrical measuring and testing equipment part only, now in SIC 5084.

<sup>5</sup>General merchandise, durable part only, now in SIC 5099.

<sup>6</sup>All of SIC 5199 except durable goods general merchandise wholesalers. In 1972, all general merchandise wholesalers were in SIC 5199, for 1987 general merchandise wholesalers selling primarily durable goods were moved to SIC 5099.

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# PUBLICATION PROGRAM

## 1987 CENSUS OF WHOLESALE TRADE

Publications of the 1987 Census of Wholesale Trade, containing data on wholesale trade establishments with payroll in the United States, are described below. Publications order forms for the specific reports may be obtained from any Department of Commerce district office or from Data User Services Division, Customer Services (Publications), Bureau of the Census, Washington, DC 20233. The first results were issued in press releases. Final detailed statistics are issued in separate paperbound reports.

### Final Reports

#### Geographic area series—52 reports (WC87-A-1 to -52)

A separate paperbound report is being published for each State, the District of Columbia, and the United States. Each report presents general statistics on number of establishments, sales, payroll, employment, operating expenses, and inventories for all establishments with payroll. At the State level, data also are presented separately for the following types of wholesale operation: merchant wholesalers; manufacturers' sales branches and offices; and agents, brokers, and commission merchants. Less type-of-operation detail is shown below the State level. For States, MSA's, and counties and places with 200 wholesale establishments or more, statistics are presented by kind of business. Greater kind-of-business detail is shown for larger areas. In addition, data are shown for all places with 2,500 inhabitants or more and all counties (with no kind-of-business detail). For each State, the District of Columbia, and the United States, 1982 data are provided on sales and employees per establishment, sales and payroll per employee, payroll as a percent of operating expenses, and operating expenses and end-of-year inventories as percentages of sales. Comparative statistics showing percent changes in sales and payroll between 1982 and 1987 also are shown by kind of business.

#### Subject series—4 reports (WC87-S-1 to 4)

The first report (WC87-S-1) presents data based on size of establishment, size of company or firm (firm size is based on all establishments operated by a firm within the same kind of business or kind-of-business group for which data are presented), and legal form of organization. Establishment statistics are presented by sales size and by employment size; statistics for firms, by sales size (including concentration by largest firms), by employment size, and by number of establishments operated (single units and multiunits). Statistics are presented by kind of business on the number of establishments, sales, payroll, and employment for the United States.

A report (WC87-S-2) on measures of value produced, capital expenditures, depreciable assets, and operating expenses presents data for the United States by major kinds of business. Data also are provided on sales, purchases, and beginning and ending inventories. Measures of value produced include gross margin,

value added, and net income produced at market prices and factor costs. Operating expenses include annual payroll, supplemental labor costs, purchased services, etc.

The commodity line sales report (WC87-S-3) presents data on major categories of commodities sold by wholesale kinds of business for the United States. Data for 15 selected MSA's and 15 selected States will be issued on microfiche only. Tables present data for each kind of business and show, for each commodity line, the number of establishments handling the line and their sales of the line; the percentage of total sales of the kind of business accounted for by each of the lines carried; and, for establishments actually handling a specific line, the percentage of their total sales represented by sales of that line. Summary statistics also are provided for the broad commodity line categories, including counts of establishments and the amount and percent of the line sold by various kinds of wholesale businesses.

A miscellaneous subjects report (WC87-S-4) contains data by kind of business on employment by principal activity, sales by class of customer, inventory valuation methods, commissions and gross selling value of business conducted for others by agents and brokers, and on petroleum bulk stations and terminals. Data are presented for the United States as a whole and, for petroleum bulk stations and terminals, for States and counties.

### Microfiche

Every final published report in the 1987 Census of Wholesale Trade will be available on microfiche.

### Public-Use Computer Tapes and Compact Discs

Selected data also are available on public-use computer tapes and compact discs—read only memory (CD-ROM). For the selected data, these tapes and discs will provide the same information found in the final reports as well as additional information not published in the final reports, such as commodity line sales data for States (WC87-S-3). Computerized data products are available for users who wish to summarize, rearrange, or process large amounts of data. These products, with corresponding technical documentation, are sold by Data User Services Division, Customer Services (Tapes), Bureau of the Census, Washington, DC 20233.

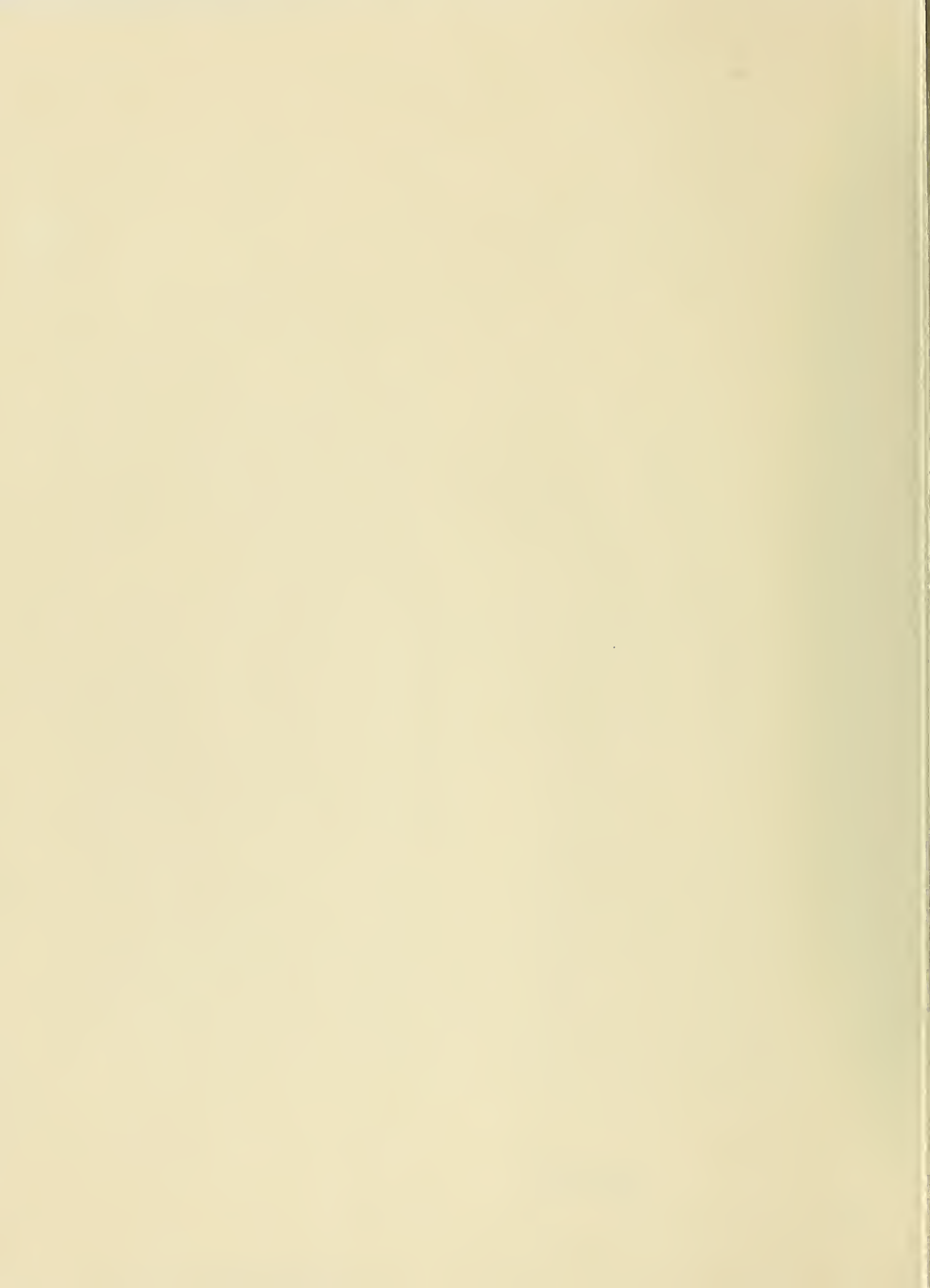
## OTHER ECONOMIC CENSUSES REPORTS

Data on retail trade, service industries, construction industries, manufactures, mineral industries, transportation, enterprise statistics, minority-owned business enterprises, and women-owned businesses also are available from the 1987 Economic Censuses. A separate series of reports covers the censuses of outlying areas—Puerto Rico, Virgin Islands of the United States, Guam, and the Northern Marianas. Separate announcements describing these reports are available free of charge from Data User Services Division, Customer Services (Publications), Bureau of the Census, Washington, DC 20233.

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